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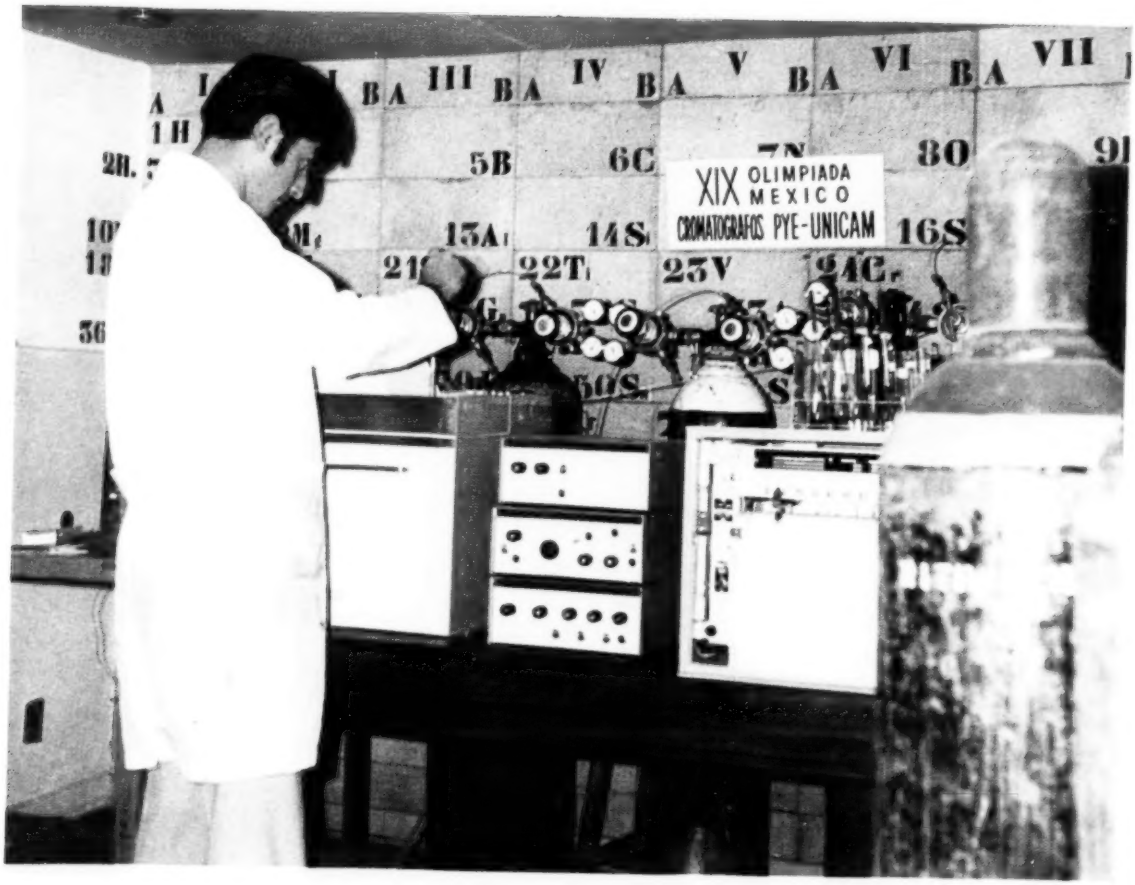

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Front cover photograph

A Pye Series 104 Chromatograph in use at the official Olympic Games Authority testing laboratory in Mexico during the period of the Olympics for the routine detection of drugs or stimulants that could be used to modify performance in sport. The chromatograph, together with three others, was supplied by Pye Unicam Ltd., of Cambridge, following their appointment as official suppliers to the Olympic Authority.

Pye Unicam Ltd. export their chromatographs and spectrophotometers to every major country in the world and have a steadily increasing trade with Mexico. The company has won the Queen's Award to Industry for export achievement, and last year its chairman, Mr. W. H. Storey, was awarded the OBE for services to export.

An article on the market for British goods in Mexico appears on page 853 of this issue.

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Selling to Norway

By the Commercial Department, British Embassy, Oslo

The President of the Board of Trade and the Norwegian Minister of Trade were the main speakers at the Anglo-Norwegian Trade Conference in London on March 20. The full text of the President's speech will appear in next week's issue. The conference, which was chaired by the Norwegian Ambassador in London, was organized by the Norway Trade Centre in association with the Confederation of British Industries, the Federation of Norwegian Industries, the London Chamber of Commerce and the Export Council for Norway.

NORWAY is now a prosperous and prospering country following the rapid economic growth of recent years. This growth has been running at a rate of about 4 per cent to 5 per cent a year – well above the Western Europe average – and 1968 saw a record surplus in the balance of payments. There are many natural handicaps which have had to be overcome on the way. The climate is severe and most of the country is inhospitable to economic activity – only 3 per cent of the land can be cultivated. The rest is forest, mountain and lake and communications between one part of the country and another are often difficult. There are few natural resources apart from water power and some minerals, and progress has been brought about principally by the resourcefulness of the people allied with heavy capital investment, largely from abroad.

The classic example of the use of these qualities is in shipping. The Norwegian merchant fleet has always been important and has expanded rapidly in recent years, so that at nearly 20 million gross tons, it is the fourth largest in the world behind the Liberian and British fleets and slightly smaller than that of the United States. It now represents 10 per cent of the world merchant marine. Norwegian shipowners are amongst the first to forecast and meet the requirements of particular trades as these develop and they have played an important role in developing large tankers and bulk carriers and specialized vessels such as solvent tankers and car/bulk carriers. They are in the habit of disposing of older ships which no longer meet their exacting standards on performance and economy and, as a result, the average age of the Norwegian fleet is less than six years.

Lord Brown, Minister of State, Board of Trade, introduced this series in the January 31 issue. Articles so far have been:
Finland as a market – January 31
Portugal: an economy offering fresh opportunities for export – February 7
Sweden: the market for capital goods – February 21.

The income from shipping is absolutely vital to the health of the Norwegian economy and covers much of the normally quite substantial deficit in the balance of trade. This year it may exceed £300 million, that is over £85 net in foreign exchange every year for every man, woman and child in Norway. The significance of the contribution of shipping to the Norwegian economy can be realized if one compares it with the £120 which is the *per capita* gross value of total United Kingdom exports, of manufacturing, a considerable part of which is, of course, represented by internal transport, imported raw materials and components.

In the industrial sector, the availability of cheap hydro-electric power has led to the development of large chemical and metallurgical industries in particular. For example, Norway is now the third largest producer of magnesium in the world and one of the largest producers of aluminium and ferro-alloys. Development has not been confined to these industries. The Norwegian shipbuilding industry has been built up and now has a capacity of about 700,000 tons a year, and other Norwegian engineering products, for example, specialized castings for ships, hydraulic winches, cranes,

Earlier this year John Thompson achieved a major breakthrough in Norway when they supplied boiler drum shells and ends as component parts for marine boilers to a Norwegian pressure vessel and shipbuilding company. The order, won against German competition, was the first of its kind to be placed outside the Federal Republic of Germany and was followed by a further order for similar components. Executives of John Thompson's agents in Oslo, Brodrene Fürst AS, whose joint co-operation was instrumental in securing the order, are seen here touring the company's Pressure Vessel Division in Wolverhampton where the components were fabricated. Left to right are Mr. and Mrs. Josh Füst with Mr. W. T. Brearley (John Thompson's Pressure Vessel sales manager).

excavators and tape recorders are winning a name for themselves in foreign markets. It is true to say, however, that the Norwegian industrial base remains a relatively narrow one – there is, for example, no vehicle industry – despite considerable skill and competence in a number of fields. In any case, just as we do, Norway has to depend heavily upon international trade to obtain much of the materials and equipment which are needed by a modern industrialized economy. As a result, exports and imports are each equivalent to nearly 40 per cent of national product. Imports of goods (excluding ships) are now running at the rate of almost £850 million a year or about £220 per head of the population – more than one and a half times that of the United Kingdom. Industrial materials and machinery account for the greater part of imports

(*Continued on next page*)

SELLING TO NORWAY, *continued*

but with private expenditure well over £500 a head a year now, substantial quantities of counsumer goods are imported, notably clothing, domestic appliances and vehicles. One important exception is foodstuffs, the import of which is strictly controlled to protect Norwegian agriculture.

Market for industrial and consumer goods

In recent years, British exporters have become increasingly aware of the market for industrial and consumer goods offered by Norway and, although it is a small country in population terms, it now ranks 13th in our list of export markets, well above a number of much larger countries. Britain supplied 15 per cent of share came to almost £120 million. We were some way behind Sweden as a supplier to Norway but equal to the Federal Republic of Germany. As one would expect, the main groups of products in our exports were raw materials for the Norwegian chemical, plastics and textile industries, iron and steel and non-ferrous metals, metal manufactures, machinery of all kinds (including domestic appliances), vehicles and scientific apparatus, and clothing which has increased rapidly since 1965 and reached £2.7 million in 1967.

It must be said that although Norway offers surprisingly large opportunities for a small country, it is by no means an easy market. The physical difficulties have already been touched upon and the population of under 4 million is contained in an area about a third as large again as Britain. The density of population is roughly one twentieth that of Britain. The Eastern marketing area including Oslo dominates with 54 per cent of the population, but there are important marketing areas centred on Bergen and on Trondheim, and even north of Trondheim there are nearly 400,000 people in scattered communities. The last area is particularly difficult to cover and the popular illustration of the difficulty is that it is as far from the south to the north of Norway as it is from the south of the country to Rome.

Patterns in industry and retailing

Typically, much of Norwegian industry is very small by international standards. The largest industrial concern in the country has a turnover of about £60 million a year and there are some 18,000 concerns classified as industrial undertakings in all, of which half employ less than five people and only 270 employ 200 people or more. This pattern is repeated in retailing where only now can one see the beginning of the development of multiple retailing, departmental stores and even group buying. Until recently, the development of country wide chains (other than the co-operative) was inhibited as trading licences were usually given to local businessmen only. In the industrial field there is a clear tendency towards consolidation into fewer but larger units and retailing is likely to develop rapidly along similar lines to developments which has already taken place in Sweden, Denmark and elsewhere. However at the moment, there are few organizations which make substantial purchases judged by international standards, whether of industrial or consumer goods.

As in other Scandinavian countries, wage rates and costs are high and, combined with other factors, make it expensive and difficult to achieve a reasonable sales coverage of the market. The functions of importer, wholesaler and retailer are often blurred so that even in Oslo, one can find firms combining all three functions. The difficulties of the market have given the agent a stronger role than is usual and most foreign companies selling here and many Norwegian ones use agents. From the individual foreign suppliers' point of view, the Norwegian market is often one of the smaller ones and a good agent with sufficient agencies to spread the costs of providing a country wide sales effort can be very effective. Even so, commissions are generally high and 10 per cent is quite typical, for example, in clothing.

The value of an agent

As in other markets, agents vary. The best are beyond price, but even good agents can have more agencies than they are able to work effectively. As the number of agents is limited, foreign principals have often had to accept that their agents have other agencies which overlap at least in part with their own and in these circumstances, a number of foreign concerns have turned to setting up their own sales operation in the country. A good many Swedish companies, for example, have their own subsidiary here and there are about 20 British subsidiaries or associate companies established in Norway, nearly all of them engaged in selling and in providing after sales service. Their activities cover a wide range of goods. The largest single group is concerned with the sale of equipment to Norwegian shipowners and shipyards and others supply petroleum products, chemicals, plastic products, domestic appliances, etc., to the Norwegian market. The number of British subsidiary companies is fairly modest and likely to remain so, since the annual cost of even a small operation could hardly be less than £10,000 and it is necessary to have a fairly large potential sales volume for the step to be worthwhile. However, two or three British subsidiaries have been established in the past year and other British companies are considering the problems involved so that it may be useful to set out in a little detail the principal steps involved in establishing a local operation, particularly as there has recently been a slight relaxation in the regulations. This relaxation makes it rather easier to establish a branch office as distinct from a subsidiary than has been the case until now.

It is, of course, possible for a foreign company to work through a permanent full-time representative without establishing a subsidiary but in practical terms it soon becomes necessary to establish some corporate entity as the operations of the representative expand.

The principal laws affecting the activities of foreign controlled organizations in Norway are the Concession Act of 1917, the Trade Act of 1935 as recently amended and the Companies Act of 1957. In addition there are foreign exchange controls to be considered.

The Concession Act controls the exploitation of Norway's natural resources and a foreign company (defined in the Act as a company with a non-Norwegian on the board or with more than 20 per cent of its share capital in foreign hands) which wishes to acquire land or property will have to apply for permission to do so to the Ministry of Industry. The Act would always be involved whenever a foreign company wishes to set up a manufacturing operation here and such a company should expect its proposals to be scrutinized closely and where approval is given, for a number of conditions to be made by the authorities. A selling operation, however, is unlikely to be affected by the Act and would probably receive fairly ready approval from the Norwegian authorities.

The Trade Act is the basic legislation governing the operation of traders in Norway, both Norwegian and foreign, and the original Act reserved the ability to engage in the buying and selling of

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Following a five-day business seminar and study tour in England, buyers influencing purchases in the greater proportion of Norway's grocery trade pronounced themselves 'sold' on Wilkinson Sword's marketing and promotional proposals for the coming year. Their enthusiasm was the result of a hectic programme organized by Wilkinson Sword in conjunction with Reckitt and Coleman and Marwell Hauge, the two companies' Norwegian distributor. After visiting the Wilkinson Sword factory at Cramlington and learning at first hand something of the company's manufacturing and quality control processes, the party left for Hull and a sight-seeing tour of London, where they studied merchandising techniques in multiple stores and supermarkets in the West End.

goods as a merchant to residents of Norway. Residents are deemed to be persons who have lived in Norway for at least two years without interruption and who continue to do so. The Act also requires anyone engaged in trade and other commercial activities to have a trade licence called a Handelsbrev, which again was only granted to residents who had to have certain commercial qualifications and experience. The Act was revised last year and the key revisions from the point of view of foreign companies were the reduction in the number of directors who must be residents (from two-thirds to half of the Board) and the granting of full trading rights to branches of foreign companies which can now accept and place orders, hold stocks, etc.

These amendments, in particularly that reducing the proportion of members who must be residents, brought the Trade Act in line with corresponding provisions in the Companies Act. This Act permits four basic types of business, the industrial enterprise, the general partnership (Kompaniskap), the limited partnership (Kommanditselskap) and the joint stock company (Aksjeselskap). Naturally most foreign firms establishing themselves here do so in the form of a joint stock company which can be established by three or more persons. The minimum share capital must be kr.10,000 in shares with a value of at least kr.50 each and there are the expected requirements for the promoters to draw up articles of association, hold an inaugural meeting, issue stock and register the company, at the local Commercial Registry. A company with more than 20 members must be a public company and invite subscriptions from the public. If the company is to be regarded as resident (and therefore permitted to engage in trading activities) at least half the Board must be residents of Norway, but directors do not have to be shareholders, nor need they be concerned with the daily activities of the company. The general manager or managing director of the local company must possess the Handelsbrev and, in the case of foreign subsidiaries, the manager should hold it, although if he is not also on the Board, one of the directors must also have a Handelsbrev. The Norwegian authorities are prepared to consider foreign qualifications and experience in issuing a Handelsbrev but some foreign managers have studied here to acquire the Handelsbrev.

Setting up a branch office

The principal alternative to a Norwegian subsidiary is a branch office and as already noted, it is easier now to set up such an office. Before the revision of the Trade Act, a foreign company could establish a branch office but this could not engage in trading activities on its own account as it was classified as non-resident. Following the revision, a branch office has equal trading rights with a joint stock company as long as it fulfills the same conditions for trading rights to be given as a company.

A foreign company wishing to set up a branch office in Norway must apply to the trade registry in the area where it will be established. It must provide proof that the foreign principal is a legally established entity in the country where it has its head office, must give details of the operations in the parent country, and the branch must have its own board of directors with the usual minimum proportion of residents. As in the case of companies, the manager must hold a Handelsbrev as must any other members empowered to sign for the office. The parent company is liable to the full extent of its assets for any debts of the branch office and a statement of income must be submitted to the local tax board for assessment.

The establishment of a sales subsidiary in Norway is unlikely to encounter exchange control difficulties, but the Norwegian authorities concerned, Norges Bank, will undoubtedly expect the greater part of the working capital required to be brought into the country as there is a shortage of capital in Norway. Three months seems the typical period taken to complete the various formalities in establishing a sales subsidiary here.

Whether a British company sells here through an agent or through its own subsidiary, it will find Norwegian buyers as demanding as any. The Norwegian market is a very competitive one. Most sizeable European exporters are represented here as are many non-European manufacturers, and the Norwegian buyer can usually choose from a number of offers. British suppliers have the advantage of a real and warm feeling of affection for Britain from Norwegians, but this will only ensure our exporters a full and fair chance to present their products. It does not in itself bring orders unless the products are the equal of those on offer from other countries on design, price and delivery, and unless adequate after sales service can be provided, where necessary. Norwegians are particularly concerned with delivery and after sales service and the importance of these factors can be illustrated as so often in Norway by reference to shipping.

(*Continued on next page*)

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An important market for British ships

Norway has traditionally been a very important market for British ships. After losing ground to other suppliers, a determined and successful come-back is now being made by our industry in this market and ships worth £15-£20 million a year are being delivered to Norwegian owners by British yards. However, the main suppliers are still Japan and Sweden and, increasingly, the Norwegian shipbuilding industry, which has on order from Norwegian owners more than 1.6 million tons of shipping out of the current total on order of 4 million tons. Norwegian shipowners are also good customers for British ships' equipment and require a prompt and world-wide delivery of spares. Any failure in this respect by suppliers involve the shipowner in an immediate and measurable financial loss and is intensely resented and widely discussed, both in shipping circles and also in Norwegian industry as a whole. Reliable delivery is the sure guarantee of a successful business relationship not only with Norwegian shipowners and shipbuilders, but with all sectors of Norwegian industry and commerce.

More than any other single factor our ability to take a larger share of the Norwegian market than we have at present depends upon our ability to convince Norwegian customers that delivery will be to time. Given this, then the Norwegian market offers us plenty of scope. The economy is expected to continue to grow, although at a slightly slower rate than of late and in 1969 imports of goods are expected to rise by about 5 per cent in volume. At present each Norwegian purchases £35 worth of British goods a year – and with vigorous marketing this very high figure can still be increased.

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Opportunities for exporters in Norway

Brief details are given below of some inquiries for British goods, offers to represent British principals, etc., published in recent issues of the Export Service Bulletin. *Copies of the* Bulletins, *which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

Orders for Bulletins (2*s. each*) *and documents (the price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order* Bulletins *or photocopies by telephone, telex or letter unaccompanied by a remittance.*

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, Export Service Bulletin, *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4. Tel.* 01-248 5757, *Extns.* 7016, 7017. *Telex* 886143. *Answer Back BOTHILLGATE LDN. Telegram EXSERBRA.*

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ESB.5105/69	Bolts; nuts; screws	Agency	44/69
ESB.43446/67	Knitwear	Agency	41/69
ESB. 7600/69	Screws	Source of supply	38/69
ESB. 7802/69	Woollen and synthetic fabrics	Agency	38/69
ESB. 6723/69	Vegetable cutting and potato peeling machines	Source of supply	32/69
ESB. 5659/69	Curtains and curtaining; laces; overcoating and leisurewear fabrics; piece-goods; woollen, worsted and tweed fabrics	Agency Source of supply	28/69
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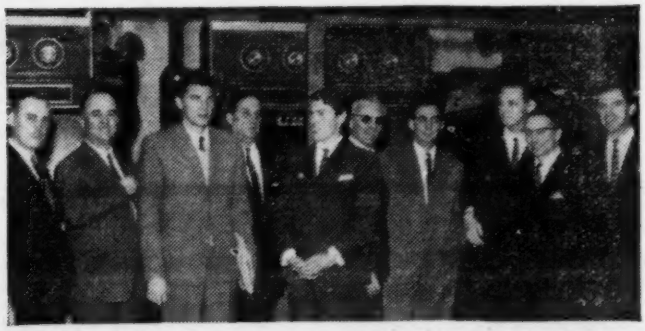
WEBB OFFSET PRESS FOR YUGOSLAVIA



Miehle-Goss-Dexter Ltd., manufacturers of rotary web fed printing presses, have achieved a major break-through in Yugoslavia with export orders for Goss web offset newspaper presses worth nearly three-quarters of a million pounds. Miehle-Goss-Dexter believe that one of the reasons for their successful break-through in Yugoslavia lies in the fact that they alone were able to arrange extensive visits to web offset newspaper plants in the United Kingdom and on the Continent. Picture shows a production management team from the Belgrade newspaper 'Borba' during their visit to the Preston factory of Miehle-Goss-Dexter Ltd. From left to right: Mr. J. E. Bond, assistant chief engineer, M. G. D. Preston; Mr. Stevan Krneta, Mr. Slavko Milic, Mr. Blagoje Jovanovic, all of Borba; Mr. W. Peterlechner, service co-ordinator, M. G. D. International Division; Mr. Svobodan Glumac, Mr. Ljubo Buric, of Borba; Mr. J. P. de Ruig, deputy manager, M. G. D. International Division; Mr. G. Keska, Muirhead Ltd.; Mr. S. F. Jackson, manager sales administration, M. G. D. Preston.

Structure of textile industry — consultants appointed

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Mr. M. M. Ord-Johnstone and Mrs. Caroline Miles as consultants to help the Board of Trade examine the future structure of the Lancashire textile industry. The consultants intend to have discussions with the medium- and small-sized independent firms in the industry and with other organizations in Lancashire and elsewhere to consider what scope there may be for further concentration and rationalization in the industry. Firms and other organizations which would like to talk to the consultants at an early stage should get in touch with the Textile Council or the North West Regional Office of the Board of Trade. The address of the Board's Regional Office is Sunley Building, Piccadilly Plaza, Manchester 1 (Tel. 061-236 2171).

Notes:

Mr. Crosland told the House of Commons on February 6 that he had been awaiting the Report of the Textile Council's Study on Productivity and Efficiency before taking decisions of policy about the Lancashire textile industry. He said that when he received the Report he proposed to review its findings in close consultation with the industry and with the Textile Council, drawing upon such other advice as may be necessary. In particular, he intended to examine in what way the most satisfactory measures of further concentration and rationalization of the industry's structure could be brought about. An advance copy of the Textile Council's Report was recc..tly submitted to the President and he has initiated an examination of the industry's future structure under the direct supervision of Mr. Edmund Dell, Minister of State, Board of Trade. The consultants have been appointed to take part in the examination and particularly to take account of the position of firms in the industry other than the major groups, with a view to investigating the scope for further concentration and rationalization in the industry.

Mr. Ord-Johnstone was formerly an Under-Secretary at the Board of Trade with responsibility for the Board's relations with the textile industries. His present appointments include the chairmanship of the Tobacco Advisory Committee.

Mrs. Caroline Miles is an independent member of the Textile Council and of its Executive and Editing Committees, which were responsible for the direction of the Productivity and Efficiency Study and for reporting on it. She is an economist at the Royal Institute of International Affairs, Chatham House, and has carried out a major study of the effects of the 1959 Cotton Industry Act for the National Institute of Economic and Social Research.

Consideration of mergers by the BoT

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provisions of that Act:

(1) The Scottish Central Investment Trust Ltd.; The Edinburgh and Dundee Investment Trust Ltd., and The Second Edinburg and Dundee Investment Trust Ltd.

(2) Clyde Crane and Booth Ltd., and the crane interests of Wellman Engineering Corporation Ltd.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 134 Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1, 7-11 Linenhall St., Belfast 1; or through any bookseller.

The Import Duties (Temporary Exemptions) (Amendment) Order, 1969

THE TREASURY has made the Import Duties (Temporary Exemptions) (Amendment) Order, 1969, which amends the Import Duties (Temporary Exemptions) (No. 6) Order, 1968, so as to provide for the identification of the standards referred to in that Order (which govern the eligibility of certain goods for temporary exemption from import duty) as those contained in the editions of the relevant non-statutory publications having effect on December 9, 1968.

The more specialist publications referred to in the substantive order are as follows:

IUPAC rules

Included in a publication entitled 'International Union of Pure and Applied Chemistry, Nomenclature of organic chemistry, Sections A and B'. Second edition published by Butterworth and Co. (Publishers) Ltd., 88 Kingsway, London, W.C.2.

Standard methods for testing tar and its products

Fifth edition, published in 1962; sixth edition, published in 1967, by the Standardization of Tar Products Testing Committee, c/o Coal Tar Research Association, Oxford Road, Gomersal, Cleckheaten, Yorkshire.

Institute of Petroleum Standards for Petroleum and its Products, Part I, Section I

Obtainable from the Institute at 61 New Cavendish Street, London, W.1.

The Order came into operation on March 18 and has been published as Statutory Instrument, 1969, No. 315.

Copies of the Order are obtainable direct from HMSO.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a trade association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 11.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.44	Sodium cyanate . .	As in previous column .	December 31, 1969	13276
29.22	*N*-n-Butylaniline . .	As in previous column .	December 31, 1969	13272
29.24	*N*-2, 3-Epoxypropyltrimethylammonium chloride	Glycidyl trimethyl ammonium chloride	December 31, 1969	13238
29.44	Natamycin . . .	As in previous column .	December 31, 1969	13268

ECGD backs £5 million contract for steelworks in Chile

THE EXPORT CREDITS GUARANTEE Department has signed a Financial Guarantee covering the procurement in the United Kingdom, of part of the plant and equipment needed to erect an oxygen converter shop and for the provision of certain supervisory services at a steelworks at Huachipato, Conception.

The contract, worth £5 million, is between Adamson-Alliance (Horsehay) Limited of Dawley, Shropshire, and Compania de Acero del Pacifico SA (CAP) of Santiago. Commissioning of the oxygen converter shop is expected to be four years from date of contract.

The loan, of which £4.25 million is in respect of United Kingdom goods and services, is being made available by Lazard Brothers & Co. Ltd. on behalf of a syndicate of banks, and is repayable over a period of 15 years from date of contract.

ESRO/ELDO space documentation service

THE ATTENTION of British firms is invited to this service established jointly by the European Space Research Organization (ESRO) and the European Space Vehicle Launcher Development Organization (ELDO) with Eurospace as a co-sponsor, which makes available in Europe results of technical and scientific effort in the aerospace field. The input material is derived mainly from the United States National Aeronautics and Space Administration and national and international organizations in Europe. Two complementary services are provided; a reference service in which bibliographies on specific subjects are compiled by the use of a computer, and a document reproduction service through which microfiches or photocopies of documents can be obtained. The reference service includes selective dissemination of information (SDI) facilities whereby the original bibliography is updated monthly.

A new reference service is announced, specifically designed with the smaller user in mind. The principle of the service is to provide standardized computer searches, thus reducing costs, which will then be updated monthly and supplied to subscribers on an annual basis.

There are currently 111 subjects available in the form of 'Standard Profiles', samples of which are now available.

Requests for further information on the service and sample Standard Profiles may be obtained from Room F23, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 528), quoting reference ESB 8619/68, or from the Science Research Council, State House, High Holborn, London, W.C.1, quoting reference SD/17/04.

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it.' – Dr. Samuel Johnson, April 18, 1775.

Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in 1855 *under the name of the Patent Office Library, but he was clearly in sympathy with its function.* 138,000 *people in* 1966 *came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including* 9,000 *current periodicals, are freely open to the public without formality. Photocopies at* 9*d. a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery* 10 *a.m. to* 1 *p.m. Saturdays.*

BTA to hold Holiday Extension Conference

MR. WILLIAM RODGERS, Minister of State, Board of Trade, will address a conference on the Extension of the Holiday Season, to be staged by the British Travel Association in London on April 17. The conference will study in detail problems involved in extending the holiday season, including those concerned with industry, transport, traffic congestion, accommodation and school holidays and examinations.

Fee for participation in the Conference on the Extension of the Holiday Season is £3 3s., which includes lunch and a report of proceedings. Applications should be addressed to the British Travel Association, 64 St. James's Street, London, S.W.1.

Engineering experts discuss European developments

THE TRADE and technical implications of European economic integration for engineering industries will be discussed at a meeting in London entitled 'Tomorrow's Europe' on April 21. The meeting will be organized by IEETE (The Institution of Electrical and Electronics Technician Engineers) in conjunction with BEAMA and ORGALIME (the federation of European electrical and mechanical engineering industries). Leading the discussion will be a panel under the chairmanship of Lord Nelson of Stafford and comprising experts from Sweden, France, The Federal Republic of Germany and Britain. Further details and tickets are available from IEETE, 2 Savoy Hill, London, W.C.2. (Tel. 01-836 3357).

BR workshops at Inverurie for sale

DR. J. DICKSON MABON, Minister of State, Scottish Office, announced at a press conference in London on March 17, that the British Rail workshops at Inverurie, 12 miles north-west of Aberdeen, with a floor area of some 170,000 square feet is to be offered for sale.

Simultaneously with the announcement, Dr. Mabon said that brochures outlining the details of the buildings and site area, the services available and the availability of the skilled and semi-skilled labour force were being sent to some 4,000 firms, mainly in the south-east area of England; in addition to which there was to be an intensive advertising campaign relating to the sale of the workshops.

As the result of the closure some 500 men would become redundant by the end of the present year, but it was hoped that they would be absorbed by the sale of the workshops.

In addition a Board of Trade Advance factory is to be built at Inverurie. There are also available sites for the building of standard factories.

It was pointed out that as the works are situated in the Scottish Development Area, all the current Government incentives were available to the prospective purchaser. These included investment grants for plant and machinery; building grants, including grants for adaptation of existing premises; loans for the purchase of buildings, plant and machinery; training grants; grants for initial expenditure; and Regional employment premiums.

In reply to a question in Parliament on March 17, concerning the encouragement of industrial development in north-east Scotland, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, who was also present at the conference, said that an advance factory of 15,000 square feet had been authorized for construction at Inverurie. Space would be provided for expansion.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of March 14 issue.

Mr. E. C. Jennings (left), chairman and managing director of Dynamco Limited, Chertsey, received a visit from Board of Trade Senior Research Officer, Mr. R. J. Day, recently to discuss the reasons why the company elected to build their new £500,000 electronics factory at Broxburn, near Edinburgh. This is part of an inquiry the Board of Trade is making into the reasons why certain companies have gone to certain areas for development. (See last week's Journal, page 743.) They are conducting this survey over 800 companies to see whether, among other things, the inducements the Government have to offer are in fact fulfilling the role, and if not, where future thinking can assist industry generally. Dynamco have completed the first phase in a projected three-phase development plan which will eventually result in 100,000 sq. ft. of factory at Broxburn employing 1,000 people.

New styrene plant at Baglan Bay

FORTH CHEMICALS LIMITED is to build a new styrene monomer plant at the factory adjoining the BP Chemicals comp'ex at Baglan Bay, South Wales. The plant is scheduled for completion by the end of 1970 and will produce 220,000 tons of styrene a year. It will use an improved Monsanto Company process for production of high purity monomer. Forth Chemicals, the country's leading styrene monomer producer, is jointly owned by BP Chemicals (U.K.) Limited and Monsanto Chemicals Limited. The new plant will make a substantial contribution to the country's export trade; about 50 per cent of the new plant's output will be sold overseas.

New industry for Merthyr

THE BOARD OF TRADE advance factory of 25,000 sq. ft. at Goat Mill Road, Merthyr, has been allocated to G. N. Burgess & Co. Ltd., of Feltham, Middlesex, who manufacture components for the motor, aircraft and machine tool industries. Associated companies manufacture bicycle parts and metal framed furniture for hotels and restaurants. Because of increasing demand from the motor car industry, extra production space is urgently required and the firm propose to undertake machining work in the advance factory to relieve pressure on their existing facilities at Feltham and to enable them to undertake further contracts.

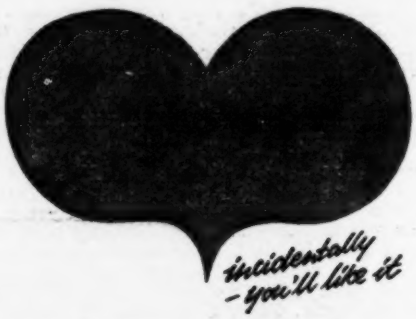
It is anticipated that 45 people, almost all men, will be employed initially and that this will progressively increase to a total of 80 by the end of two years with further expansion in due course. Training of the nucleus staff has already started in the company's premises at Feltham and it is expected that operations will be commenced at Merthyr by the middle of the year.

British Steel Corporation reports

THE BRITISH Steel Corporation's first annual report and accounts has been published and copies can be obtained from HMSO, 49 High Holborn, London, W.C.1, price 9s. 6d. An abbreviated version may be obtained from British Steel Corporation, 33 Grosvenor Place, London, S.W.1.

Simultaneously with the annual report has appeared the BSC's Second Report on Organization. This is also available from HMSO, price 2s. 6d.

SOUND REASONING BASED ON COLD CALCULATION OF THE FACTS, LIES BEHIND CHOOSING CUMBERLAND FOR YOUR INDUSTRIAL DEVELOPMENT



People do like living and working in Cumberland. They find it pleasant to live so close to the recreational and sporting activities the spacious countryside makes possible. They enjoy the fresh air, the equable climate—and the unharried simplicity of going to work and returning home without "commuter" problems. They even appreciate the good, inexpensive housing.
But getting down to business—land is cheap and plentiful and full Development Area Grants are available. Cumberland offers low priced and extensive development sites, good connections by road, rail, sea and air; and, of course, plentiful labour.

You *will like* Cumberland

And you'll find our new brochure worth reading. Send for a copy, and any information, to Arthur Eaton, Cumberland Development Council, 30 Roper Street, Whitehaven, Cumberland. Tel: Whitehaven 2470

CUMBERLAND

EFTA Bulletin reports on electrical testing agreement

AN AGREEMENT, reached by the EFTA Council in January and governing the testing of electrical equipment, is recorded in the March issue of *EFTA Bulletin*. Under the new scheme EFTA testing stations are authorized to use test reports on electrical equipment carried out by their counterparts in other EFTA countries when granting approval for the sale or use of certain types of electrical equipment. The Council's new agreement provides a formal framework for co-operation in this field which has until now been on an informal basis.

Other articles in the *Bulletin* look at EFTA trade in timber and wood products, report on Iceland's application to join EFTA and survey EFTA foreign investment.

Copies of the March issue of *EFTA Bulletin* are available free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479 and 2480).

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEE	SUBJECT-MATTER
	February 21, 1969	
1,040,000	Alfred Pitner and Nadella S.A. . .	Improvements in the packing or handling of roller, needle and ball bearings.
	February 27, 1969	
872,750	Standard Telephones & Cables Ltd.	Programme control unit with index register.
	February 28, 1969	
814,114	Standard Telephones & Cables Ltd.	Radio communication system.
880,673	Standard Telephones & Cables Ltd.	Diversity radio receiving arrangements.
955,956	Standard Telephones & Cables Ltd.	Joining materials in sheet form.
963,319	Standard Telephones & Cables Ltd.	Electronic switching telephone system.
964,864	Standard Telephones & Cables Ltd.	Electric coils and methods of manufacture thereof.
971,514	Standard Telephones & Cables Ltd.	Electronic switching telephone system.
974,231	Standard Telephones & Cables Ltd.	Thermionic gas flow energy converter.
976,357	Standard Telephones & Cables Ltd.	Method of and apparatus for detecting a break in the feed of an elongated article.
984,889	Standard Telephones & Cables Ltd.	Electro-acoustic transducers.
1,021,049	Farbenfabriken Bayer Aktiengesellschaft	An industrial capillary viscometer.
1,022,281	Standard Telephones & Cables Ltd.	Circuit arrangement for amplifiers.
1,030,652	Standard Telephones & Cables Ltd.	Electronic telegraph relay.
	March 4, 1969	
808,461	Standard Telephones & Cables Ltd.	Radio telegraph systems.
809,232	Standard Telephones & Cables Ltd.	Selective signalling arrangement radio channels.
817,195	Standard Telephones & Cables Ltd.	Frequency marker pulse circuit.
830,121	Standard Telephones & Cables Ltd.	Telegraph systems.
860,648	Standard Telephones & Cables Ltd.	Power cables.
869,681	Standard Telephones & Cables Ltd.	Travelling wave tubes.
886,470	Standard Telephones & Cables Ltd.	Voltage generators.
891,373	Standard Telephones & Cables Ltd.	Electrical power supply equipment.
892,828	Standard Telephones & Cables Ltd.	Electrical control circuits.
926,423	Standard Telephones & Cables Ltd.	Semi-conductor rectifiers.
939,674	Standard Telephones & Cables Ltd.	Methods and apparatus for manufacturing telecommunication cables.
953,895	Standard Telephones & Cables Ltd.	Electronic switching telephone system.
954,766	Standard Telephones & Cables Ltd.	Electric cables.
962,998	Standard Telephones & Cables Ltd.	Intelligence storage apparatus.
1,022,861	Lepetit S.p.A.	Substituted 3-pyrazolidinones.
1,068,272	Standard Telephones & Cables Ltd.	High stability gas cell frequency standard.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

Patent Office.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 *individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House,* 35 *Old Bailey, London, E.C.*4 (*Tel.* 01-248 5757, *Ext.* 7146).

Aviation and Shipping

Commonwealth Air Transport Council to discuss SST

THE SEVENTH meeting of the Commonwealth Air Transport Council will be held at the Royal Commonwealth Society in London from June 3 to 13.

The Council will exchange views and information on a wide range of subjects, but will concern themselves particularly with the implications of introducing supersonic transport aircraft on Commonwealth air routes.

Arrangements will be made for delegates to visit the British Aircraft Corporation at Filton, the National Gas Turbine Establishment and the Royal Aircraft Establishment, Farnborough.

Notes:

The Commonwealth Air Transport Council was established in 1945 as a consultative body to discuss civil aviation matters of common interest to Commonwealth countries and to advise on such matters referred to it by Commonwealth Governments.

The chairmanship of the Council rotates amongst member countries. The present chairman is the Minister responsible for civil aviation in the United Kingdom, Mr. Anthony Crosland, President of the Board of Trade.

The Council has held six formal meetings, one informal meeting and an *ad hoc* technical meeting.

The last full meeting of the Council was held in London in August-September, 1966, when it was suggested that a meeting should be arranged to discuss supersonic transport aircraft.

Damage at Irlam Locks

AS A RESULT of serious damage caused to lock gates, operating machinery and civil engineering works by a large outward bound vessel at Irlam Locks on March 16 the Manchester Ship Canal Company have announced that all navigation will be stopped above Irlam Locks for an estimated period of six/eight weeks.

Further step in £35m. Liverpool dock scheme

A FURTHER step in the construction of the new £35 million Seaforth dock system at the Port of Liverpool was reached with the announcement by the Mersey Docks and Harbour Board of the award of a contract worth more than £2¼ million to Norwest Construction (Civil Engineering) Ltd. to build the entrance passage between the existing Gladstone Dock and the new Seaforth complex. Work is now well advanced at Seaforth and the first of the 10 berths to be provided will be in operation in 1971.

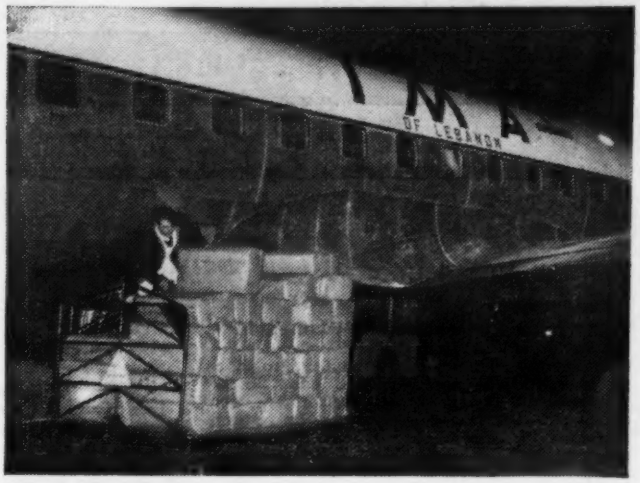
THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgments of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

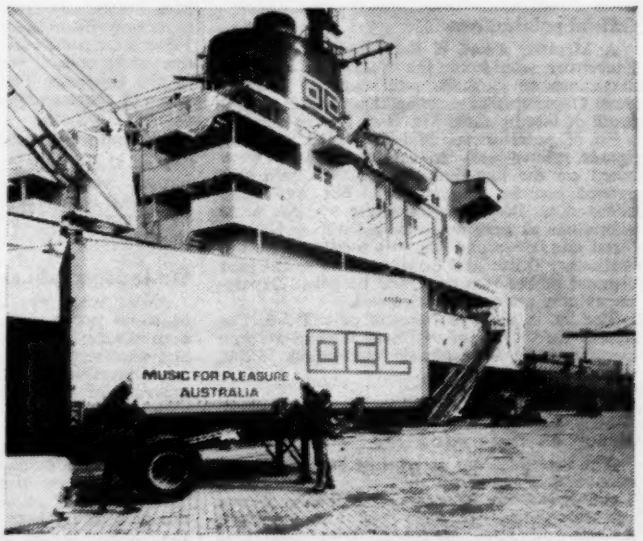
Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications,

FLYING CLOTH TO BAGHDAD



Six thousand kilos of Yorkshire cloth worth £25,000, manufactured by Myers Webster and Company, Pudsey, are being flown to Baghdad to meet a delivery deadline. The consignment, which consists of terylene-worsted suitings in six and seven ounce weights for summer wear, was originally destined to go by sea, but was unavoidably delayed. In order to honour their original delivery date, Myers have undertaken the extra cost of the air freight and have arranged for the cargo to be met by one of the firm's directors when it arrives in Baghdad,

LP's ON CONTAINER SHIP



A quarter of a million long-playing gramophone records were among the cargo on the maiden voyage of the OCL container ship 'Encounter Bay', claimed to be the largest container vessel yet to sail, which left Rotterdam March 6, on the new regular service to Australia. The records, worth £35,000 and occupying four of the special containers, were being shipped by Music for Pleasure Ltd., to its newly formed subsidiary company in Australia, Music for Pleasure Pty Ltd., to cope with a huge demand in that country. Two of the containers were OCL, the others ACT,

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

TUESDAY, MARCH 11

Industrial development

The President was asked in view of the high unemployment existing in the Dearne Valley constituency, what action he intended to take to find suitable jobs for the unemployed people there and if he was aware that the existing high unemployment would be further increased by the closure of the Wombwell main colliery. In reply Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade said: 'I am aware that the National Coal Board propose to close Wombwell main colliery. It is hoped that many men will be re-employed within the industry. We will continue to follow a liberal policy on industrial development certificates in the area. The problems of South Yorkshire are within the terms of reference of the Hunt committee, whose recommendations are now being closely considered by the Government.'

Further questioned as to what was the policy of HM Government towards the continuation of Merseyside as a development area, she said that the coverage of the development areas was kept continually under review. They were not able to make a statement about the future of individual areas until the Government had completed their examination of the recommendations of the Hunt committee.

Official publications

A Member asked if the Chancellor of the Exchequer would list the weekly or monthly magazines or journals, published by Government Departments, showing the circulation and profit or loss by each. Mr. Dick Taverne, giving a list of publications, said the 'profit' or 'loss' figures related only to sale copies and were based on the last financial review which was carried out in August 1968, but had been adjusted to allow for the effect of such price alterations as were made from January 1. Only those magazines and journals published by the Stationery Office had been included as the sale element of the few published by other Departments was generally very small.

The list is given in *Hansard* cols. 255-6. The figures for the *Board of Trade Journal* are sale circulation 9,000 official circulation 3,200, annual loss £15,600.

WEDNESDAY, MARCH 12

Report on man-made fibres

The President was asked if he had completed consideration of the Report of the Monopolies Commission on Man-made Cellulosic Fibres of March 1968. In reply Mr. Edmund Dell, Minister of State, Board of Trade said that they did not intend to take major policy decisions about the textile industry, including decisions on the Monopolies Commission's report on the supply of cellulosic fibres, until they had completed a thorough examination of the industry's structure in the light of the Textile Council's productivity and efficiency study.

Capital grants in Wales

Asked to give the number and total value of capital grants made and authorized in Wales since their inception in their present form, Mr. Dell said that up to February 28 grants made under the Local Employment Acts and the Industrial Development Act amounted to £69 million. Information about the number of grants was not readily available.

Anti-dumping application

In reply to a question whether, in the light of representations by the Milk Marketing Board and the National Farmers' Union in regard to an anti-dumping application, he would make a statement about his discussions with overseas suppliers, Mr. Dell said that the Board of Trade invited the Governments of the countries supplying cheese which were named in the application to comment upon certain allegations which were made therein. The Board also invited representations from interested parties. Comments and representations had been received, and would be taken into account in reaching a decision.

Bloodstock imports and exports

In reply to a questioner who asked the President whether he would give for the longest convenient stated period of time full details of the earnings and expenditure on imports and exports of blookstock; and to what extent this business had assisted in balancing the United Kingdom's external payments situation, Mrs. Dunwoody said that bloodstock were not separately distinguished in the trade statistics. Figures for the import and the export of horses (including ponies) were published each month in the Overseas Trade Accounts on pages 9 and 112 respectively.

Food imports from Eire

Mrs. Dunwoody said that the value of food imports from the Irish Republic for 1966, 1967 and 1968 increased over each preceding year by 11 per cent, 34 per cent and 4 per cent respectively.

Waste paper salvage

Asked what was the approximate quantity of waste paper salvaged in the United Kingdom yearly; the value in imports thus saved; and what steps was being taken to increase the quantity salvaged, Mrs. Dunwoody said: 'The quantity of waste paper consumed by paper and board mills in 1968 was 1,765,000 tons, most of it collected as salvage in this country. This would represent about £80 million in terms of woodpulp, and more if allowance is made for saving of paper and board imports. The supply of and demand for waste paper are now being kept under regular review by the Joint Waste Paper Advisory Council, which represents mills, merchants and local authorities.'

Advance factories in Northern Region

In a statement on the present programme for advance factories in the Northern Region; how many had been built, tenanted and not yet allocated, respectively, to the latest available date since 1964, Mrs. Dunwoody said 15, totalling 220,000 square feet, for the Northern Region. Eleven factories, totalling 235,000 square feet, authorized earlier, had yet to be built. Since October 1964, 30 advance factories had been built in the Northern Region. Twenty-four were tenanted and six had yet to be allocated. One was under construction.

The answer to a further question concerning the number of firms which received Board of Trade grants and loans, respectively, for the years 1962, 1963, 1967 and 1968, is reported in *Hansard*.

Anglo-Malaysia – Singapore trade

The President was asked what was the United Kingdom share of imports in Malaya and Singapore; how this compared with each of the previous five years; and what aid the United Kingdom provided for these two countries. In reply Mrs. Dunwoody said: 'The United Kingdom's share of imports into Malaysia (including the East Malaysian States of Sabah and Sarawak) and Singapore, for 1967 (latest full year for which statistics are available) and the preceding 5 years, were as follows:

	Malaysia*	Singapore
	%	%
1967	16·1	8·0
1962	21·7	9·7
1963	20·8	10·0
1964	20·0	10·1
1965	20·8	10·9
1966	20·2	10·0

*Malaysia excludes imports of crude oil from Brunei into Sarawak. It is estimated that in the current financial year, the total of Britain's economic and defence aid to Malaysia will amount to £7.25 million and to Singapore £5.25 million.

FRIDAY, MARCH 14

Monopolies Commission report on beer

'I received the Monopolies Commission's report on the supply of beer on March 3. It will be laid before Parliament and published as soon as possible.' Mr. Anthony Crosland, President of the Board of Trade, told a Member.'

MONDAY, MARCH 17

Visit to East European countries

Several questions were asked about a Board of Trade warning to British businessmen visiting East European countries. Mrs. Dunwoody replied: 'Trade with Eastern Europe has grown satisfactorily in the last year or two and I look forward to a large continuing increase. This involves more personal visits to these countries by businessmen which I have every wish to encourage. In these circumstances it appeared desirable to the Government that guidance on security matters should be available, since it is better to draw attention to known hazards than to run risks which can be avoided. A leaflet based on actual cases has accordingly been made available and is obtainable by businessmen on request.'

TUESDAY, MARCH 18

Inquiry into art auction rings

In the course of a statement to Parliament about the inquiries the Board of Trade have made into the existence of rings at art auctions, the President said that after consultations with the Attorney-General, he had decided that the report of the inquiry should not be published.

The text of the statement will be given in next week's issue.

Parliamentary Answers on aviation and shipping

WEDNESDAY, MARCH 12

Prestwick airport development

The President was asked how much had been borrowed from Government sources by the British Airports Authority to finance the development of Prestwick Airport since April 1, 1966. In reply Mr. William Rodgers, Minister of State said that since April 1, 1966 the British Airports Authority had received interest bearing Government loans of £4 million, with a further loan of £1 million due to be taken up on March 15. No specific allocation to particular airports or development of the money raised through loans was made.

Boeing aircraft

Mr. Rodgers said there were no Boeing 707/336s on order for the British Overseas Airways Corporation.

Concession for Swedish air passengers

Asked by what authority he had sanctioned half-price fares for Swedish wives travelling by air with their husbands from Sweden to London, without instructing the airlines concerned to offer similar reductions to Britsh wives travelling with their husbands from London to Sweden, Mr. Rodgers said: No question of Government sanction or instructions arises, as these fares are a matter of commercial judgment for the airlines concerned with IAEA rules.

Mr. Rodgers said he would not seek to associate the ownership, maintenance and operation of future British Eurpoean Airways aircraft with the members of the European Free Trade Area. He added that assessments of this kind were best left to BEA's judgment.

FRIDAY, MARCH 14

Aircraft collisions

An inquiry as to the number of collisions or near misses by aircraft flying in the United Kingdom over the last 10 years was put by a Member, who also wanted to know what percentage increase or decrease this represented compared with the previous 10-year period. Mr. Rodgers said in the period 1959-1968 there were 16 collisions involving civil aircraft, all small aeroplanes and gliders; 122 of the incidents reported under the air miss procedure were assessed as involving a definite risk of collision. The number of collisions showed a 60 per cent increase over the previous 10 year period; corresponding air miss figures were not available. Movements of civil aircraft increased by over three-quarters between the two periods.

British Eagle

Mr. Edmund Dell, Minister of State, Board of Trade, was asked if in view of recent developments, he would order an inquiry under the Companies Acts into the liquidation of British Eagle airline companies. Mr. Dell said on present information he saw no grounds for an inquiry by the Board of Trade under the Companies Acts but he would consider any information which might be put before him.

Carriage of arms and ammunition by British ships

A question was asked on restrictions imposed by Board of Trade regulations on the carriage of small arms and ammunition by British ships between foreign ports. Mr. Rodgers answered that a licence was required for the export of any arms and ammunition from the United Kingdom. Otherwise no restriction was imposed on the carriage of arms and ammunition by British cargo ships, provided the requirements of the Dangerous Goods Rules governing the marking, labelling, packing and storage of explosives were complied with. Carriage of small arms ammunition as cargo by passenger ships was restricted to certain 'Safety Class' types in reasonable quantity.

MONDAY, MARCH 17

Aircraft noise

A Member asked why HM Goverment applied different criteria regarding noise nuisance as between industry and aircraft, Mr. Rodgers said industrial noise was generally confined to a relatively narrow radius around premises where the owner could take whatever measures were open to him to abate the nuisance. Aircraft noise was not confined to a static location and noise abatement measures must take account of the needs of safety and air traffic control.

Hovercraft

Mr. Rodgers, answering a question on people in his department and in organizations responsible to his department employed full-time and part-time on matters connected with civil hovercraft, said there were, apart from clerical staff, three officials in the Board of Trade who spent all their time, seven who spent a substantial part of their time, and approximately 20 who were involved occasionally on matters connected with civil hovercraft. 'In the Air Registration Board there are six technical officers who spend all their time, six who spend a substantial part of their time on hovercraft, and 32 who are occasionally consulted,' he said.

Civil aerodrome development

In reply to a request for the total in the last financial year paid by the Board of Trade to all local authorities in Lancashire with an analysis of such payments under the appropriate categories, and a comparison of each on a per capita basis with all other countries, Mr. Rodgers gave information published in *Hansard*.

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Mission have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London WC2 (01-405 3422).

Some Tunneling Techniques, by H. K. Bourne. 4 pages. *UKSM Report No.* 68/75. The Bureau of Reclamation is boring some large tunnels for new hydoelectric schemes. The use of tunneling machines in this work is described in this report.

Cryogenics and High Vacuum Technology, by H. K. Bourne. 3 pages. *UKSM Report No.* 68/76. The increasing demand for space simulation has called for improved vacuum technology. Cryogenics is playing an important part in producing the required combination of low temperature and high vacuum in space simulators. New requirements are needed for still lower temperatures and vacua, particularly for examining the problem of cold welding.

Cryogenic Cooling in Space Communication, by H. K. Bourne. 4 pages. *UKSM Report No.* 68/77. The needs for low noise receivers for space communication have brought a requirement for masers and parametric amplifiers operating at very low temperatures. These devices are cooled by cryogenic refrigerators and for space applications they must be light in weight, very reliable and must need little maintenance.

Research in Seafloor Mineral Exploitation, by M. D. Ashton. 3 pages. *UKSM Report No.* 68/78. Activities of the United States Bureau of Mines Marine Technology Centre are summarized. These include the development of equipment and techniques for exploration and exploitation of marine mineral resources. Seafloor explorations carried out off the Alaskan and Southern Californian coasts are also described.

The Computer Industry in Germany, by M. H. Proctor. 11 pages. *Germany* 119. Vigorous expansion of the market for data processing plants has taken place in the Federal Republic over the past few years. The trend is expected to continue. The writer of this report is M. H. Proctor who is the first Scientific Secretary at the Office of the Scientific Counsellor in Bonn and Vienna.

Tokyo Newsletter No. 15 1968. 11 pages. This newsletter covers the period May-June 1968 and includes the following subjects: science and government policy, education, space science, engineering and technology, food and agriculture, medicine and health, and international scientific meetings. A list of publications of some of the most important scientific organizations in Japan are also included.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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The primary purpose of this annotation is to provide a comprehensive guide to the legal requirements of the Trade Descriptions Act, 1968, in such form as to be most helpful to lawyers, inspectors and others, who may have recourse to it either as a legal text book or merely as a guide to the provisions of the Act with appropiate and useful comment.

The annotations used have been selected so as to provide the maximum possible assistance to advocates, local authority officers, business executives and students.

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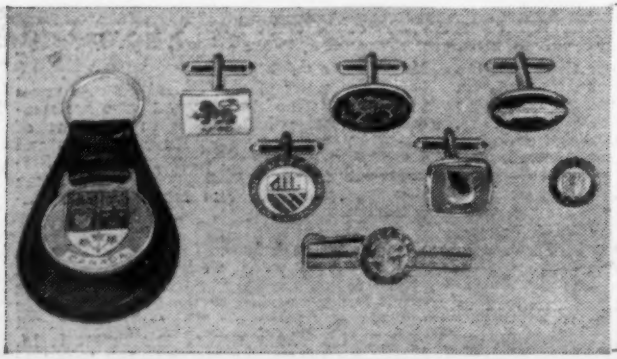

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A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1968, but any later changes known to have come into operation are shown. 37*s.* 6*d.* (*by post* 39*s.*)

*Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.*1), *Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.*

HMSO

New Books

Food Statistics: A Guide to the Major Official and Unofficial United Kingdom Sources. (53 pages. Available free from National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.) It is fairly difficult for the non-specialist businessman, students and others to trace statistical information even when it exists and is readily available. Guides to a specific field are therefore always welcome and this pamphlet issued by the National Economic Development Office is the only up-to-date comprehensive survey of statistical information relating to the United Kingdom food and manufacturing industry. A chapter on Food Statistics by W. D. Stedman Jones was included in M. G. Kendall and E. S. Pearson's *Sources and Nature of Statistics of the United Kingdom* published in 1957, by the Royal Statistical Society and Oliver and Boyd, but this is naturally now somewhat dated. The amount of useful statistical information available about the production and consumption of food is often not appreciated even by firms in the industry, a new guide has been compiled to provide and simple index of sources, together with indications of their coverage and frequency. It lists the publications of both official and unofficial organizations, the main section being the list of sources arranged by broad subject headings. A product index is also included. It will additionally complement the forthcoming guide to official statistics on food and agriculture which is being prepared by the Ministry of Agriculture, Fisheries and Food. A wide and useful coverage of United Kingdom information has been achieved in this pamphlet but its value could be even further enhanced by the inclusion of some of the major international sources issued by the Food and Agricultural Organization and the Organization for Economic Co-operation and Development. These are particularly relevant because they are readily obtainable in this country, include the United Kingdom, are in English and provide comparisons with other countries. Recent examples from OECD which fall within this specific field are the *Food Consumption Statistics 1954-1956* (690 pages. Available from HMSO at £4 2s.) and the series on the *Production of Fruit and Vegetables in OECD Member Countries*. The major FAO publications are its *Monthly Bulletin of Agriculture Economics and Statistics* (Available from HMSO at £2 per annum), *Trade Yearbook* (Available from HMSO at £2 8s.) and *Production Yearbook* (Available from HMSO at £3 12s.)

Edacs Data for Process and Project Engineers 1968 (2 vols. vol. 1, 80 pages; vol. 2, 112 pages. Edacs Data Ltd., 73 Holdenhurst Road, Bournemouth, Hants. Available either by buying the two bound volumes published annually for £5 5s., or by subscribing £21 per annum to receive the two volumes in loose leaf form, with revision sheets, a new edition annually and three copies of each of the two bound volumes.) Equipment Data and Consultative Services Ltd., have produced an expanded two volume version of their directory which provides a comprehensive summary of all types of equipment used in the chemical, petrochemical, mineral processing, food and allied industries. The first edition appeared in 1967, and publication of these new spiral-bound editions will be on a continuous revision basis, copies being printed and bound together in batches of 1,500 out of a total expected requirement of 9,000 per annum. The loose leaf version has amendments issued every two months. The contents are classified in clear product groupings and many of the items in each product group are illustrated with line drawings as well as a brief verbal description. The usefulness of this directory is increased because products are classified by qualified technical engineers to ensure accuracy of description and uniformity in the entries. There are also 'field of interest' charts which plot clearly in considerable detail the capabilities of member firms in various product groupings. The current edition lists, in the members address section, about 120 names, but the directory contains a supplementary list of another 100 or so United Kingdom suppliers who were not subscribing members of Edacs at the date the directory was issued. The editors expect that many of these firms will be entered in full in the next edition.

Milton Keynes Plan: Interim Report to the Milton Keynes Development Corporation. (172 pages. Available from Milton Keynes Development Corporation, Wavendon Tower, Wavendon, near Bletchley, Bucks, at 25s., by post 30s.) Milton Keynes was one of the three new cities proposed in the *South East Study* which was published by the Ministry of Housing and Local Government in 1964. The other two cities were to be located in the Newbury area of Berkshire and Wiltshire and the other in the Southampton-Portsmouth area. Milton Keynes is by far the most fully developed of these three schemes. *Milton Keynes Plan: Interim Report to the Milton Keynes Development Corporation* is not a definitive plan for building Milton Keynes. The definitive plan will be published in 1970. The main purpose of the new town will be to provide homes and jobs for people mainly from Greater London with a possible overspill from South Buckinghamshire. The interim report has two main purposes: first, it allows development work to be started on a limited scale in advance of the plan and secondly, it encourages the discussion and consideration of the basic ideas on Milton Keynes at an early stage, by the public, organizations and authorities concerned. *The Milton Keynes Interim Report* concentrates on the plan of the city itself. One of the major determining factors for the development plan for Milton Keynes will be the physical and social mobility of the population which will require higher standards of space and equipment at home and will travel more to find recreation away from home. This point is stated in the summary of the interim proposals at the beginning of the report and is repeated throughout the whole document. The main part of the interim report consists of the evidence and discussion on Milton Keynes which consider such subjects as the site, agriculture, population, housing, leisure, industry and employment, shopping, social facilities, transport, engineering services, land budget and motoring. A list of references is also included.

European Advanced Technology: a Programme for Integration, by Christopher Layton. (293 pages. Allen & Unwin. £2.) The challenge posed to Europe by American technology has been well publicised in terms of generalities. In this book, the product of a study undertaken at PEP, Christopher Layton expounds a programme of action for Europe's response. It analyses first the nature of American predominance and goes on to describe the efforts of the major European countries to counter it on their own. It explains the limitations of these efforts at the level of the nation state, and shows how European countries have gone on to work together in certain key sectors. Finally, the author describes a wider strategy: how Europe can develop a common science and technology policy; what should be done to promote industrial integration and European companies; what individual companies and the British government can and should do now.

British Made? by Patricia Millard. (187 pages. Kenneth Mason Publications Ltd. £2 2s.) To what extent is British industry foreign-owned, foreign-dominated, foreign-controlled? There is no simple answer to this question, says Mrs. Millard; but following a systematic survey of British industry, sector by sector, she has presented in this book a substantial catalogue of facts illustrating the extent of these overseas investments – both directly in terms of subsidiaries and associates and indirectly by minority holdings, licensing arrangements and the like. A fifty-page table of licensing agreements, arranged by product, gives the names of both licensee and licensor companies. There is a full index to the names of companies mentioned in the text.

Building and Civil Engineering Standard Forms: A Commentary on the Four Principal RIBA Forms of Contract, the FASS Form of Sub-Contract, the RIBA Fixed Fee Contract and the ICE Contract, by I. N. Duncan Wallace. (473 pages. Sweet & Maxwell. £4 15s.) This is a detailed commentary, handbook and guide on the standard forms, in common use in the building and civil engineering industries, which are prepared by and put forward on the joint recommendation of the representative professional and industrial bodies in the two industries. The object throughout is as much to explain the practical industrial, financial and social implications of these contracts as to deal with matters of strictly legal interpretation. The text of the contracts is set out in convenient, consecutive stages, usually a clause or subclause followed by a passage of commentary. There is considerable cross-referencing within each contract and also to the other forms of contract, particularly as regards matters of policy.

Other Publications

NATIONAL READERSHIP SURVEY 1968: TABLES RELATING TO FEBRUARY-DECEMBER 1968. Vol. 3, 88 pages. Joint Industry Committee for National Readership Surveys, 44 Belgrave Square, London SW1. £5 a year.

NINTY-FIFTH ANNUAL REPORT OF THE COUNCIL OF THE CORPORATION OF FOREIGN BONDHOLDERS FOR THE YEAR ENDED 31ST DECEMBER 1968. 260 pages. Council of the Corporation of Foreign Bondholders, 17 Moorgate, London EC2. 15s.

THE REVOLUTIONARY MOVEMENT IN BRITAIN 1900-21: THE ORIGINS OF BRITISH COMMUNISM, by Walter Kendall. 453 pages, Weidenfeld & Nicholson. £5 5s.

TRADE MISSION TO THE REPUBLIC OF SOUTH AFRICA 13TH NOVEMBER-4TH DECEMBER 1968. 10 pages. Available from Slough and District Chamber of Commerce and Industry (Incorporated), 2 Bath Road, Slough, Bucks.

THE USE OF COMPUTERS. Hotel and Catering EDC. 11 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.

THE WEST GERMAN MARKET: A CONTIMART REPORT. 79 pages. Contimart Ltd., 8 Gate Street, Lincoln's Inn Fields, London WC2. £15 15s.

WHY TIPPING? A REPORT OF AN INQUIRY INTO CURRENT PRACTICE AND OPINIONS ON TIPPING IN THE INDUSTRY AND SOME OF THE LIKELY EFFECTS OF TIPPING ON MANAGEMENT, EMPLOYEES AND CUSTOMERS. EDC for Hotels and Catering. 23 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.

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The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form,

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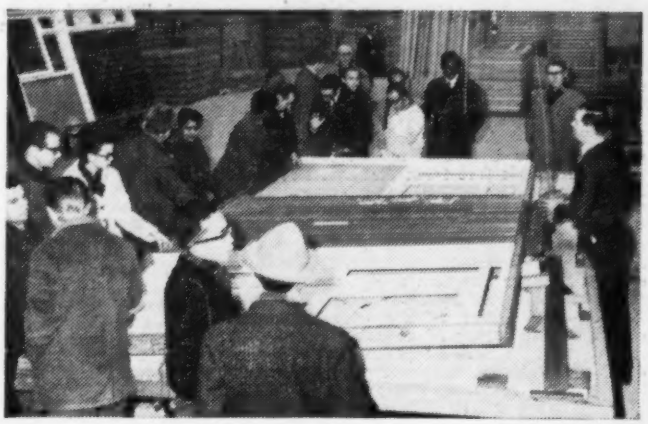

Final inspection of an external housing wall panel at the Verwood plant of the JE Lesser Group is watched by 24 graduate architects and engineers who were the guests recently of JE Lesser (International) Limited. The visitors, on a five month study course at the Dutch Building Centre in Rotterdam, were on a week's visit to the United Kingdom, organized by the Building Research Station, Garston. They came from such varied places as Mexico, Argentina, Ceylon, Indonesia, Korea and Sudan. The visitors showed considerable interest in simple factory-built construction units which are particularly applicable to rapidly developing countries.

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Ministry of Commerce, Northern Ireland
Chichester House
64 Chichester Street
Belfast

Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
March 25-27	Technical and miscellaneous stores . .	Regional Depot ROAC, Hereford . . .	Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 0432 4366.)

Fork lift trucks; generators; charging sets; overhead gantries; fire pump trailers; concrete breakers; R209 reception sets; radio receivers; machine tools; water pumps; gasolene pumps; vices; jacks; tyres; battery chargers; auto scythes; fuel and water tanks; cable; valves; chain saws; electric drills; petrol and diesel engines; small tools; Mikroma 16 mm. miniature cameras with Meopta Mirar f/3.5 mm. lens with leather case and 10 take-up feed cassettes; Microflex, aircraft and other cameras and photographic equipment; enlargers; films; bromide paper; film spools; wireless, MT and electrical and signal spares; theodolites; levels; compasses; range finders; telescopes; binoculars; wrist watches; clocks; blankets; vests and drawers; greatcoats; ankle boots (unworn); battledress blouses and trousers; cap comforters; towels; ties; housewives; shirts; PT shorts; raincoats and other clothing; web haversacks, packs and pouches; sea kitbags; canvas holdalls; nylon tape and cord; safari kits; pillows; fold flat chairs; various tables; filing cabinets and other furniture; also a large collection of miscellaneous stores.

April 2 .	Vehicles and miscellaneous stores . .	Auctioneers' Premises	Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20233.)

Vehicles including Standard Vanguard and Ensign saloons; Morris Mini Minor and Oxford saloons and commercial vans; utility vans; Bedford Utilecons and 7-ton trucks; Brockhouse and Sankey cargo trailers; Austin 1-ton trucks; Blaw Knox excavator and ancillaries; BSA 500 c.c. motor cycles, etc.; fitters', electricians', carpenters' and vehicle mechanics' tool kits; oxy-acetylene welding, cutting and gouging equipment; hydraulic and trolley jacks; scrap batteries; miscellaneous MT spares; heavy duty portable electric drills; No. 19 radio stations; wireless communications spares; prismatic binoculars; high pressure lamps; generating sets; bivouac tents; blankets; mattresses; sheets; ankle boots; greatcoats; raincoats; berets; khaki flannel shirts and shorts; groundsheets; web haversacks; sea kitbags; carpets; mixed rags; clothing lockers; dressing chests; chairs and other furniture.

April 16th .	Aircraft equipment, miscellaneous stores .	TA & VR Centre, Meadowforth Road, Stirling	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. 041-554 2447.)

Aircraft instruments, components, spares and ground servicing equipment; industrial tractors; concrete mixer; Chase Side shovel; Broomwade compressor; air supply trolleys, petrol driven; electric trolleys; trolley-mounted Westalite rectifier sets Style 442; oxy-hydrogen underwater cutting equipment; Portway & Hay cable laying apparatuses; hydraulic and water pumps; dumpers ¾ cu. yds.; field telephones; electronic valves; X-ray equipment; fork lift trucks; plotting equipment; aircraft tyres, various; Green's 'Griffin' road roller, 6-ton; MT spares; large quantity 1 in. brushes; cellular drawers; blue serge jumpers and jackets; anti-gas clothing; large quantity unworn ankle boots, various sizes; denim trousers; kitchenware; wooden tables, detachable metal legs; and large assortment miscellaneous stores.

April 22-24 .	Miscellaneous equipment and stores . .	The Lido Ballroom, Winchester, Hants. . .	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham. (Tel. 4211.)

Industrial trucks; Powers-Samas accounting machines; machine tools; portable concrete mixer; miscellaneous vehicle spares; scrap tyres; lead acid batteries; hydraulic and screw jacks; 10-ton trolley jacks; charging sets; fire appliance spares; miscellaneous wireless and communications spares and cable; sewing machines; binoculars; prismatic and marching compasses; wrist and pocket watches; theodolites; cameras and photographic equipment; cycle, hurricane and high pressure lamps; scrap metal; scrap webbing, hessian and canvas; jerricans; nylon cordage; 12,000 mess tins; hand tools and tool kits; wood extending ladders, 18 ft.; furniture including single and double wardrobes; lockers and cupboards; dressing chests; sideboards; various chairs, etc.; kitchenware; china and glassware; clothing including unworn ankle boots.

Catalogues of the above sales obtainable from the relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

ARMY BOOTS

Large quantities of ARMY BOOTS (unworn) are to be sold at Ministry of Defence auction sales to be held at HEREFORD on March 25-27, at STIRLING on April 16, and at WINCHESTER on April 22-24, 1969. They will be sold by sizes, most Lots not exceeding 200 pairs. Catalogues, price 1s. 0d. (postal order only) available from the following auctioneers:

HEREFORD: Russell, Baldwin & Bright, 20 King Street, Hereford.
STIRLING: Dixon & Wallace Ltd., Bank Buildings, Graham Square, Glasgow, E.1.
WINCHESTER: Richard Austin & Wyatt, 79 High Street, Fareham, Hants.

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Crushing and screening plants; road rollers; aggregate batching plants; pile driving plants; pile driver hammers; bituminous material distributor; mobile asphalt plant. Located at Central Engineer Park, Long Marston, Nr. Stratford-upon-Avon, Warwickshire. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 a ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. April 9, 1969.

MINISTRY OF PUBLIC BUILDING AND WORKS

1969	Description of Goods	Location	Auctioneers
April 1 .	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components: Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings	Total	Selected Components: Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,103	—	16,028	15,362	15,362	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	128	124	114	..	129	119	134	143	124	+ 73	+ 22	+21	+14
1963	119	119	136	131	120	..	131	106	143	146	130	+206	+113	+29	+55
1964	125	128	146	140	124	..	154	118	171	185	147	+581	+345	+79	+47
1965	129	132	156	149	126	..	160	130	169	189	153	+365	+217	+42	+43
1966	132	133	165	158	129	100	162	134	171	185	165	+227	+129	+30	+ 6
1967	133	133	171	165	132	101	173	130	175	203	186	+104	— 40	+10	+10
1968		139				104		120*	189*				— 15*	+75*	+90
1967															
1st quarter	133	132	167	161	129	100	167	130	172	192	179	+ 32	— 15	— 3	+14
2nd quarter	133	133	169	162	129	100	176	137	183	200	185	+ 45	+ 8	— 3	+14
3rd quarter	134	133	173	166	132	102	174	128	173	207	190	— 25	— 11	— 4	—20
4th quarter	134	135	174	170	135	104	174	127	171	211	192	+ 59	— 22	+20	+ 2
1968															
1st quarter	137	137	179	176	140	106	178	125	191	210	194	—119	—140	+ 9	+46
2nd quarter	135	138	181	170	130	102	174	125	176	216	189	+ 90	+ 58	+15	Nil
3rd quarter	138	140	184	175	134	103	176	132	194	210	184	+ 72	+ 29	+16	+ 5
4th quarter		142				104		135*	197*				+ 38*	+34*	+39
1968															
July		140				102									
August		141				104									
September		139				102									
October		141				103									
November		143				106									
December		143				104									
1969															
January		141*				105									

	ORDERS		PRICES AND COSTS					LABOUR			TRADE		
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices: Index†	Index of retail prices: % change on year earlier	Wholesale price index: non-food manufacturing industry: Basic materials and fuel used†	Wholesale price index: non-food manufacturing industry: Manufactured products: home sales†	Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	at 1958 prices							Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962		1963	1963	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	—	—	—		—	—	—				3,834	3,250	
1962	117	100	101·6	+4·2	..	..	136·2	422	156	24,193	121	121	+112
1963	136	117	103·6	+2·0	100·0	100·0	141·3	500	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	103·9	101·9	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	106·8	104·6	157·9	309	265	24,784	150	145	— 91
1966	154	105	116·5	+3·9	110·2	107·3	168·5	325	254	24,834	158	155	+ 5
1967	143	114	119·4	+2·5	108·4	108·2	175·3	515	175	24,475	168	155	—399
1968	145*	129*	125·0	+4·7	120·5	112·4	187·3	543	189		206	190	—419
1967													
1st quarter	149	104	118·6	+3·7	106·8	107·6	171·4	458	186	24,510	164	166	+ 19
2nd quarter	148	104	119·6	+2·6	105·1	107·5	172·8	508	168	24,495	166	160	—107
3rd quarter	146	105	119·0	+1·7	107·1	108·4	177·3	555	163	24,502	162	157	— 21
4th quarter	143	114	120·4	+2·1	114·5	109·2	179·7	538	182	24,395	179	138	—290
1968													
1st quarter	142	117	122·1	+3·0	122·9	111·4	184·8	511	184	24,362	203	181	—135
2nd quarter	138	125	125·0	+4·5	119·5	112·5	185·8	550	180	24,313	201	180	—134
3rd quarter	138	128*	125·7	+5·6	119·3	112·8	187·6	580	182		209	196	— 73
4th quarter	145*	129*	127·2	+5·6	120·4	113·1	190·8	533	210		212	200	— 77
1968													
July	138	123*	125·5	+5·3	119·2	112·7	187·0	580	180		210	188	
August	139	126*	125·7	+5·7	119·1	112·7	187·6	585	179		209	199	
September	138	128*	125·8	+5·9	119·7	112·8	188·2	575	186		207	201	
October	140*	126*	126·4	+5·6	119·9	113·0	188·7	551	195		211	194	
November	141*	126*	126·7	+5·2	120·4	113·1	190·5	529	211		217	207	
December	145*	129*	128·4	+5·9	120·9	113·3	193·3	520	225		209	198	
1969													
January			129·1	+6·2	121·9*	113·6*	193·8	506	208		208	205	
February					122·5*	113·7*		487	208		212*	193*	

*Provisional. †Not seasonally adjusted.

General assessment of the economic situation

From the article on the economic situation to be published in *Economic Trends*, March 1969. Note. Unless otherwise stated the report is based on seasonally adjusted data.

THE LATEST EVIDENCE suggests that there has been some slowing down in consumer spending since the November measures. The average volume of retail sales in December and January was slightly below the average of October and November. New car registrations fell by about one-seventh over the same period. The total of hire purchase and other instalment credit outstanding fell in January for the first time since last August. Preliminary indications are that consumer spending remained relatively subdued in February.

A continued rise in gross domestic product in the fourth quarter of last year is indicated by information bearing on both output and expenditure. Industrial production rose by about 1 per cent. Unemployment fell throughout the quarter and in the two months immediately following. The CBI Industrial Trend Survey, published in February, again confirms the view that there is greater pressure on capacity than that apparent from the level of unemployment. The proportion of firms reporting full capacity working has risen again and is close to the peak rates of 1960 and in 1964-65. The survey also suggests that investment plans have been adversely affected by the November measures.

There were probably increases in all the main components of expenditure in the fourth quarter. Consumer spending, as indicated by the volume of retail sales and by new car registrations, was strong. Provisional figures for fixed investment show a continuation in the upturn in capital spending by manufacturing industry that began in the third quarter. Stockbuilding increased substantially, especially in wholesale and retail distribution. The volume of visible exports rose by nearly 2 per cent. These increases in expenditure were broadly matched by the increase in home production, since the volume of visible imports (excluding United States military aircraft) fell slightly.

The number of wholly unemployed (excluding school-leavers) fell by 19,000 between the January and February counts, but the total of unfilled vacancies was virtually unchanged suggesting that the increase in the pressure of demand is slowing down.

To the unusual extent employers met the increase in output in 1968 not by increasing employment, but by extra overtime working. The total hours of overtime worked in manufacturing industry in the three months ending in January was about 10 per cent higher than in the corresponding months of the preceding year. There was only a slight rise in employment over the same period. If allowance is made for the seasonal pattern, the level of overtime working is now probably as high as the peak rates of early 1966.

Clearly bank advances increased during the banking month of February with lending other than to the nationalized industries rising by £60 million. Lending in categories exempt from the ceiling appears to have accounted for about half of the rise; although there was little demand for new borrowing facilities, present borrowers continued to make greater use of existing arrangements. Bank rate was raised from 7 to 8 per cent on February 27. This was intended to assist the banks in their efforts to reduce lending and, at the same time, to reduce the usually large differences between Bank rate and the rates in other short-term domestic and international markets.

Public expenditure* is estimated to rise by 4.6 per cent at constant prices between the financial years 1967-68 and 1968-69 (compared with the target rate of 4¼ per cent). For 1969-70 the increase will be held to 1 per cent. These figures, however, include transfer payments such as social security benefits and investment grants, which form part of the demand of other sectors of the economy. The use of resources directly by the public sector (including the nationalized industries) is measured by the volume of current and capital expenditure on goods and services. Current expenditure is estimated to increase by about 1 per cent both in the present financial year and in 1969-70. Fixed capital formation by the public sector (including the public corporations except the British Steel Corporation) is estimated to rise by about 1 per cent in this financial year and by about ¼ per cent in the next.

The balance of payments on the combined current and long-terms capital accounts showed a deficit of £150 million in the fourth quarter of 1968. The current account deficit was £77 million.

Exports fell back in February, but this was partly because of the United States dock strikes the indications are that the month's total was erratically low. Over the three months December-February exports averaged some 1 per cent less by value than in the preceding three months September-November, but 5 per cent more than in the three months June-August. Imports, meanwhile, rose modestly in February, so that with the erratically low figure for exports there was a visible trade deficit for the month of £62 million against £12 million in January and a monthly average of £40 million for December-February, the same as for September-November (all figures exclusive of United States military aircraft).

*On the definition used in the Public Expenditure white paper, which excludes capital expenditure by the nationalized industries, the broadcasting authorities, and the Covent Garden Market authority, and debt interest.

Acquisitions and mergers of companies –correction

THE FOLLOWING amendments should be made to the article 'Acquisitions and mergers of companies' published in last week's *Journal* (page 752).

Table 3. Quarter 4, October to December

'Radio Rentals' in column 2 should read 'Robinson Rentals (Holdings).'

The first line of the penultimate paragraph on page 753 should read 'The 1968 acquisitions included 31 overseas companies for an expenditure of £44 million'.

Census of Production for 1963

THE FOLLOWING parts of the Report on the Census of Production for 1963 are now available:

Part 31	Paint and printing ink (price 3s. 6d. or, including postage, 3s. 10d.)
Part 65	Locomotives and railway track equipment (price 3s. 6d. or, including postage, 3s. 10d.)
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Part 109	Furniture and upholstery (price 4s. or, including postage, 4s. 4d.)
Part 110	Bedding and soft furnishings (price 3s. 6d. or, including postage, 3s. 10d.)
Part 112	Wooden containers and baskets (price 3s. 6d. or, including postage, 3s. 10d.)

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Index of industrial production for January

THE CENTRAL STATISTICAL OFFICE'S provisional estimate for the index of industrial production for January 1969, seasonally adjusted, is 141 (1958=100) compared with the figure of 143 for December 1968. For manufacturing industry alone the figures were 144 and 146 respectively.

For the three months November 1968 to January 1969 it is provisionally estimated that production as a whole was 1.2 per cent higher than in the preceding three months, August to October 1968; for manufacturing industries alone the increase was also 1.2 per cent. A detailed table will appear in next week's *Journal*.

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BTA

United Kingdom trade in February

Exports

EXPORTS IN February were £522 million, seasonally adjusted. The average for the three months ending in February was £538 million, about 1 per cent lower than the average for the previous three months, September to November (£545 million), but 5 per cent higher than in the three months before that, June to August (£511 million), and also 5 per cent higher than for 1968 as a whole.

EXPORTS f.o.b.
(£ million a month)
Seasonally adjusted

	Month	Three-month average
1968		
June	488	487
July	505	493
August	539	511
September	541	529
October	530	537
November	565	545
December	536	544
1969		
January	557	552
February	522	538

Compared with the previous month, shipments to Western Europe were down by £17 million and to North America by £15 million, a good part of this fall being due to dock strikes in the United States. However, the fact that the figures show reduced shipments to most markets in spite of there being no evidence of a general decline in world demand suggests that the February figure is an erratically low one.

In the three months December to February compared with the previous three months, exports

Table 1A. United Kingdom trade

Seasonally adjusted values. £ million per month

	Exports f.o.b.	Imports c.i.f.		Re-exports f.o.b.	Visible trade balance†
		Total	Excluding US military aircraft, etc.		
1967	419	536	533	15	— 45
1968	515	658	646	18	— 57‡
1967 1st quarter	447‡	526	524	16	— 9
2nd quarter	427‡	530	525	15	— 37
3rd quarter	421‡	519	515	16	— 25
4th quarter	381‡	571	566	15	—108
1968 1st quarter	500‡	647	641	18	— 59
2nd quarter	487‡	642	633	17	— 76
3rd quarter	529‡	666	654	19	— 51‡
4th quarter	544‡	678	657	19	— 43‡
September	541‡	661	650	17	— 37‡
October	530‡	674	667	19	— 66‡
November	565‡	693	653	19	— 16‡
December	536	666	651	18	— 46‡
1969 January	557‡	666‡	648‡	20	— 12*‡
February*	522	678	655	15	— 62*
1968 September-November	545	676	656	19	— 40
Dec. 1968-Feb. 1969*	538	670	651	18	— 40*

†Excluding transactions relating to US military aircraft financed by Exim bank credit (see Notes).
*Provisional estimates. ‡Revised estimates.

Table 1B. Three monthly averages (a)

Seasonally adjusted values. £ million per month

1968 March	500	647	641	18	—59
April	494	657	650	18	—79
May	489	656	648	17	—86
June	487	642	633	17	—76
July	493	649	640	17	—76
August	511	651	640	18	—58
September	529	666	654	19	—51
October	537	667	655	19	—43
November	545	676	656	19	—40
December	544	678	657	19	—43
1969 January	552	675	680	19	—25
February	538	670	651	18	—40

(a) Average of month shown and two preceding months. (See note 2 (c)).

to North America fell by 12 per cent, with shipments to Canada up by 4 per cent, but those to the United States down by 18 per cent. Exports to Western Europe were a little lower; deliveries to the EEC fell by 3 per cent, after previous strong increases, while those to EFTA increased by 4 per cent and to the rest of Western Europe by 5 per cent.

There has been a moderate upward trend in exports to the sterling area, which showed a rise of 3 per cent; the increase was fairly widespread with the marked recovery of shipments to New Zealand being maintained. Exports to Latin America were 7 per cent lower, but deliveries to the Soviet Union and Eastern Europe were 4 per cent higher and shipments to the rest of the world maintained their strong growth with a 5 per cent increase.

The analysis by commodities shows diverse movements between September-November and December-February. Exports of machinery fell by 1 per cent, most of the fall being concentrated in the electrical machinery category. Deliveries of road motor vehicles increased by 3 per cent, but exports of other transport equipment, which includes ships and aircraft, were 12 per cent lower. Scientific instrument deliveries rose by 4 per cent and textiles by 3 per cent, but exports of clothing and footwear fell by 5 per cent.

BRITISH TRADE COMMISSIONER VISITS WEDGWOOD

Mr. A. H. Spire (right), the British Trade Commissioner in Canada – Toronto, visiting the factory of Josiah Wedgwood & Sons Ltd. at Barlaston, Staffs. Mr. Spire toured the factory (currently undergoing a £1 million building extension programme to meet rapidly increasing orders received from the Canadian and other markets) and was shown all manufacturing processes. Mr. and Mrs. Spire are seen here with Mr. Peter Williams (left), who has recently returned from a two-week visit to Australia.

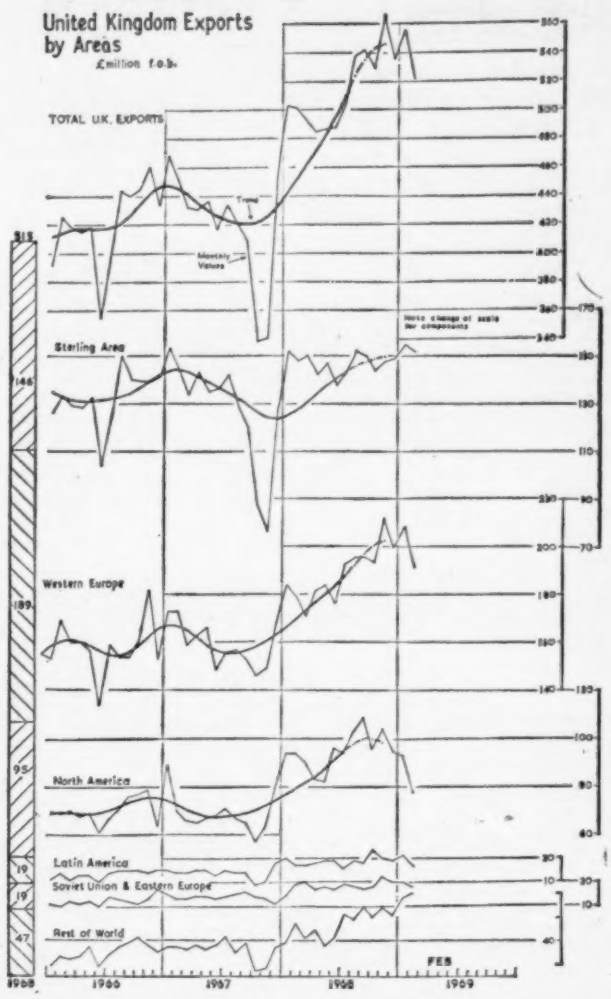


Table 1C

Recorded values. £ million per month

	Exports f.o.b.	Imports c.i.f.		Re-exports f.o.b.
		Total	Excluding US military aircraft, etc.	
1967 1st quarter	444·8	536·5	535·4	15·4
2nd quarter	446·1	540·1	534·9	15·7
3rd quarter	395·0	507·8	504·1	14·7
4th quarter	390·4	560·3	555·9	15·9
1968 1st quarter	501·2	664·2	657·7	18·8
2nd quarter	503·0	645·6	637·1	17·0
3rd quarter	504·0	648·9	636·5	17·8
4th quarter	550·4	674·3	653·2	19·3
December	525·9	626·9	611·0	18·4
1969 January	548·4‡	733·7‡	715·7‡	19·9
February*	504·8	638·2	615·9	14·0

*Provisional estimates. ‡Revised estimates.

Table 2. United Kingdom exports: areas †

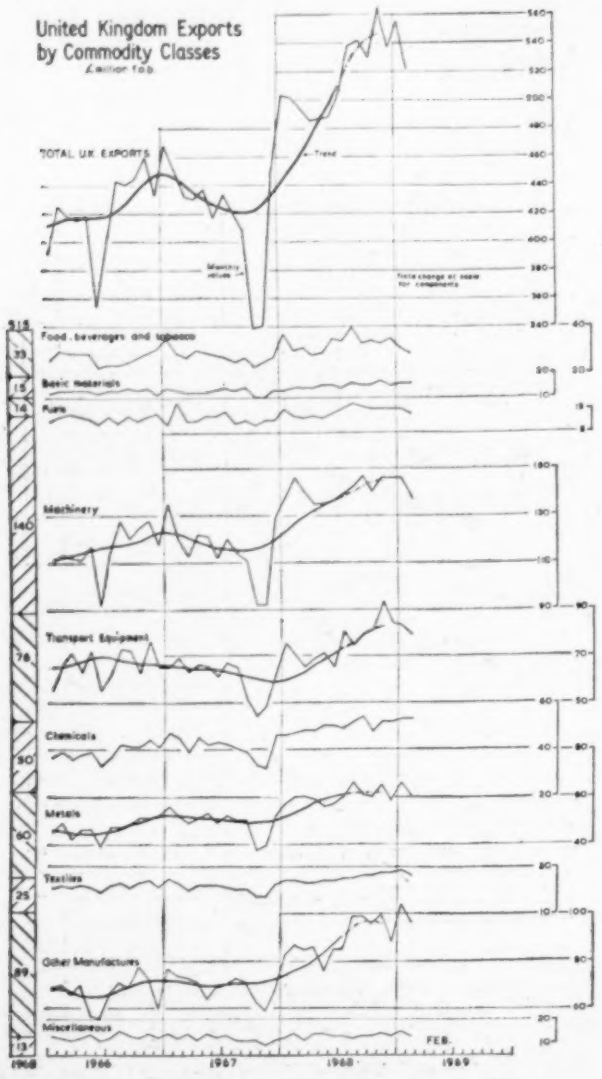
Seasonally adjusted £ million f.o.b. Monthly averages or calendar months

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World
			Total	EEC	EFTA				
1968 Year	515	146	189	100	71	95	19	19	47
1st qtr.	500	151	178	95	67	95	18	18	43
2nd qtr.	487	141	179	94	68	87	19	18	43
3rd qtr.	529	146	195	101	76	99	17	18	51
4th qtr.	544	147	203	109	75	98	21	20	52
Dec.	536	149	200	103	77	95	19	20	51
1969 Jan.	557	155	209	109	81	93	21	20	58
Feb.*	522	152	192	103	76	78	17	18	60
1968 Sept-Oct.	545	148	202	109	75	101	20	19	53
1968-69 Dec.-Feb.*	538	152	200	105	78	89	19	19	56

*Provisional estimates.
†Figures for Burma and Rhodesia are included with those for the 'Rest of the World.'

(Continued on next page)

UNITED KINGDOM TRADE, *continued*



Imports

Imports in February were £655 million (seasonally adjusted and excluding United States military aircraft). Including these aircraft the total was £678 million.

IMPORTS c.i.f.
excluding US military aircraft

(£ million a month)
Seasonally adjusted

	Month	Three-month average
1968		
June	608	633
July	664	640
August	648	640
September	650	654
October	667	655
November	653	656
December	651	657
1969		
January	648	650
February	655	651

This brought the average for the three months December-February to £651 million (excluding United States military aircraft) compared with £656 million for the preceding three months. The accompanying table shows that these moving averages have remained within a narrow range for the past six months.

The total for February was affected by the dock strikes in the United States, imports from which were £21 million less than in January, but total imports are unlikely to have fallen by as much on this account, as there will have been some substitute purchases from other sources. Imports of silver were lower than in recent months, but imports of diamonds were high.

As announced by HM Customs, import deposits collected in February totalled £81 million. It is not possible to judge from this what effect the import deposit scheme may have had. For the classes of imports largely subject to the scheme, the seasonally adjusted import figures show that chemicals and finished goods were both lower and other semi-manufactures little changed in the three months December-February compared with the previous three months, but these imports will have been reduced in recent months to some extent by the delays to arrivals from the United States.

Among other categories of imports, arrivals of food, drink and tobacco were 2 per cent higher in December-February compared with the previous three months, and fuel imports were 5 per cent up. Imports of basic materials were unchanged.

In the area pattern of imports, apart from the fall in arrivals from North America, the main movements were an increase in imports from Western Europe and also increases from the sterling area and the Soviet Union and Eastern Europe, but there were falls in imports from both Latin America and the rest of the world.

Other Factors in the Trade Balance

The total credit from the adjustments to the trade account figures to derive the visible trade balance (see Note (a)) amounted in February to £56 million, compared with the revised January figure of £59 million. A factor contributing to the lower credit in February was a rise of £10 million in the figure for ships built and delivered abroad to United Kingdom owners from the low figure in January.

Visible Trade Balance

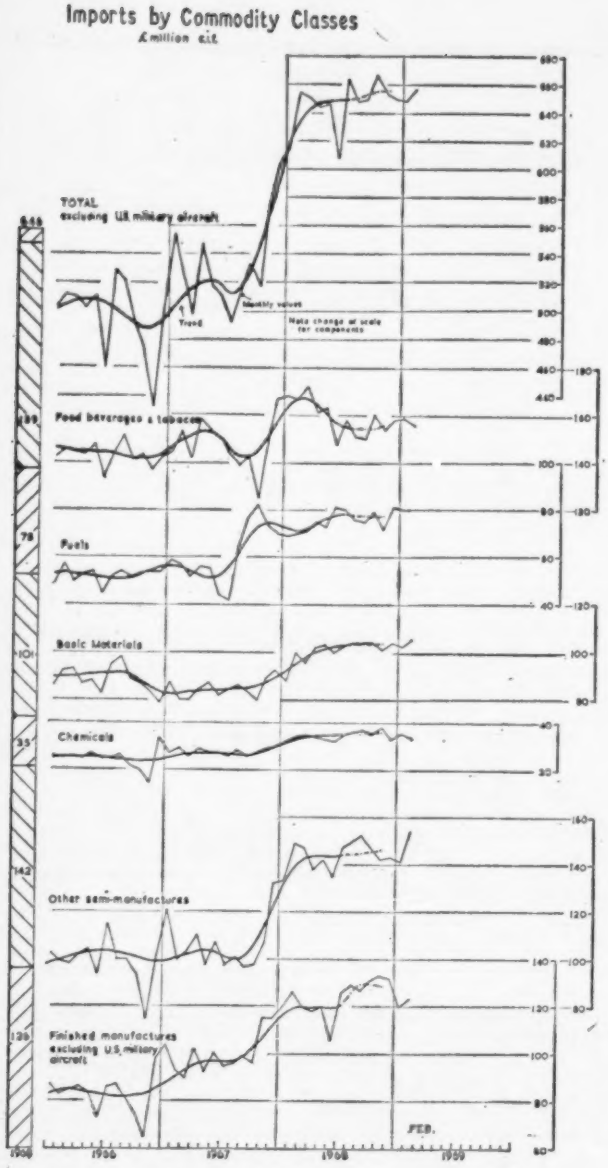
There was a visible trade deficit in February of £62 million, seasonally adjusted and excluding United States military aircraft. The size of this deficit was substantially influenced by the erratically low export figure for the month.

Table 3. United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b. — Monthly averages or calendar months

	Total	Food, beverages, and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
					Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	
						Total	Machinery	Road motor vehicles	Other transport equipment					
1968 Year	515	33	15	14	440	216	140	55	21	50	60	25	89	13
1st quarter	500	32	14	12	427	210	141	51	21	48	59	24	85	12
2nd quarter	487	30	15	12	418	205	134	53	15	49	58	24	83	14
3rd quarter	529	36	15	16	451	218	141	58	18	51	61	25	95	13
4th quarter	544	34	16	15	464	229	144	57	29	51	62	27	94	13
December	536	35	15	15	457	229	146	57	27	52	59	27	88	12
1969 January	557	31	16	15	483	226	146	62	21	53	66	28	103	15
February*	522	29	16	13	449	215	137	60	21	53	60	26	96	13
1968 Sept.-Nov.	545	34	16	15	467	228	145	58	26	52	62	26	98	13
1968-69 Dec.-Feb.*	538	32	16	15	463	223	143	60	23	52	62	27	96	13

*Provisional estimates.



This, together with the revisions of the provisional December and January figures to £46 million and £12 million respectively, brought the average deficit for the three months December-February to £40 million a month, the same as in September-November. These figures compare with an average of £58 million in June-August last year.

VISIBLE TRADE BALANCE

(£ million a month)
Seasonally adjusted

	Month	Three-month average
1968		
June	—60	—76
July	—88	—76
August	—27	—58
September	—37	—51
October	—66	—43
November	—16	—40
December	—46	—43
1969		
January	—12	—25
February	—62	—40

In addition to visible trade, the current account of the balance of payments includes net invisible earnings. The surplus on invisibles rose from £20 million a month in 1967 to £31 million a month in 1968; it fluctuated in individual quarters, and in the fourth quarter was £24 million a month on a seasonally adjusted basis.

The third element making up the full current account, is payments for United States military aircraft. These payments, which differ from the value of arrivals, have averaged £10 million a month in the first nine months of last year and £7 million a month in the fourth quarter, and have been made largely out of corresponding loans from the Export-Import Bank which are included as a credit in the capital account of the balance of payments.

NOTES:

1. Detailed particulars of United Kingdom imports, exports and re-exports will be published on March 27*, and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for April 1969, due to be published on or about April 28.

2. (a) **Visible trade balance**

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading.

In order to derive the figure for the visible trade balance, it is necessary to make a number of adjustments to the export and import figures as recorded in the monthly Trade Accounts. Some are adjustments to the valuation, the principal of which is the deduction from the import figure in the Trade Accounts of freight and insurance costs. The other type of adjustment relates to coverage, either to bring in certain items which are not in the accounts

(*Continued on next page*)

Table 4. Imports: commodity classes

Seasonally adjusted £ million c.i.f. — Monthly averages or calendar months

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1968 Year	658	646	159	75	278	101	35	142	138	126	9
1st quarter	647	641	168	71	270	95	34	141	130	124	9
2nd quarter	642	633	157	77	272	102	33	137	125	117	10
3rd quarter	666	654	152	76	286	104	36	147	141	129	9
4th quarter	678	657	158	78	281	103	35	143	155	133	7
December	666	651	158	81	280	104	33	143	148	132	6
1969 January	666	648	159	80	278	102	35	141	138	120	6
February*	678	655	156	80	292	105	33	154	145	123	7
1968 Sept.-Nov.	676	656	155	76	285	103	37	145	152	132	8
1968-69 Dec.-Feb.*	670	651	158	80	283	103	34	146	144	125	6

*Provisional estimates.

UNITED KINGDOM TRADE, *continued*

(for example, on the import side ships built and delivered abroad direct to United Kingdom owners), or to remove some items which are in the accounts (mainly returned goods and goods for processing and repair). In 1968 the total net adjustments made on account of these factors produced a monthly average credit of £56 million in the final balance; but there are fluctuations from month to month.

(b) Purchases of United States military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends.*

(c) Three monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three monthly averages give a quite good short-term guide and have the merit of simplicity.

* Accounts relating to the Overseas Trade of the United Kingdom, February 1969, HMSO price 30s., by post 32s.
† Report on Overseas Trade, published by HMSO price 5s., by post 5s. 5d. Annual subscription £3 6s., including postage.

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), Board of Trade, 1 Victoria Street, London, S.W.1.

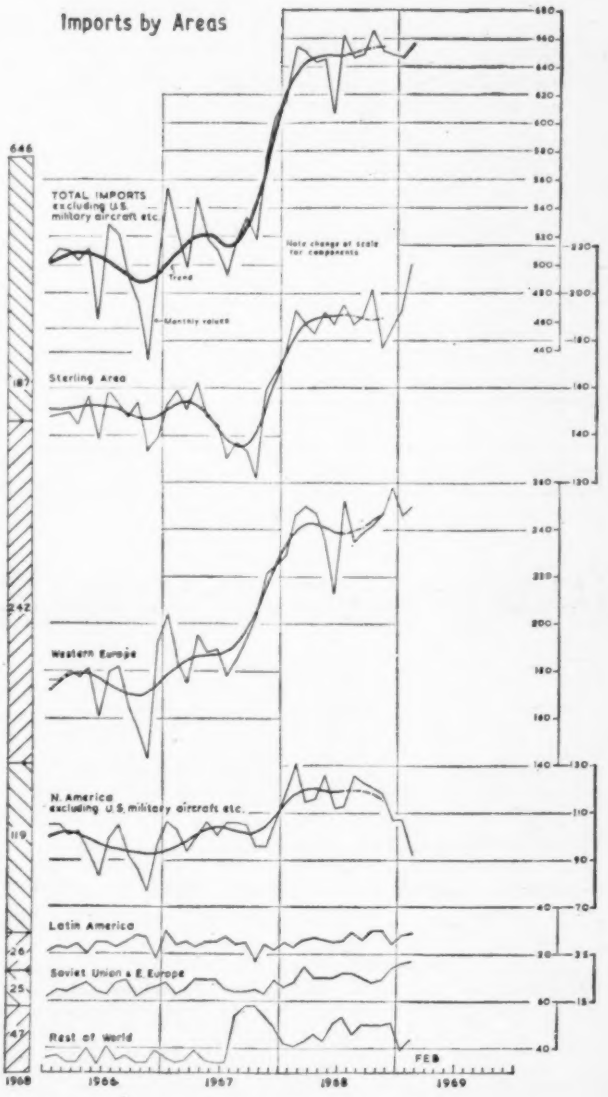


Table 5. Imports: areas †

Seasonally adjusted £ million c.i.f.

Monthly averages or calendar months

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1968 Year	658	646	187	242	131	119	26	25	47
1st quarter	647	641	184	242	128	122	25	25	42
2nd quarter	642	633	186	233	127	119	26	25	46
3rd quarter	666	654	189	242	133	121	27	26	49
4th quarter	678	657	189	249	137	116	28	25	50
December	666	651	185	258	123	107	24	29	51
1969 January	666	648	192	246	125	107	28	31	40
February*	678	655	212	250	115	92	29	32	44
1968 September-November	676	656	190	243	140	121	29	23	49
1968-69 December-February*	670	651	196	251	121	102	27	30	45

*Provisional estimates.
†Figures for Burma and Rhodesia are included with those for the 'Rest of the World'.

United Kingdom balance of payments in the fourth quarter

THE TREASURY last week issued an article summarizing the United Kingdom balance of payments figures for the fourth quarter and the year 1968. The full article with supporting charts and table will appear as usual in this month's *Economic Trends** and detailed figures will also be given in the White Paper Preliminary Estimates of National Income and Balance of Payments, 1968 which is to be published on April 9.

The following is an extract from the Treasury article:

Fourth quarter

The surplus in the third quarter on the combined current and long-term capital account gave way to a deficit, of £150 million, seasonally adjusted, in the fourth quarter. A dip in net invisible earnings slightly outweighed a further reduction in the visible deficit, but, as had been expected, almost all the change was in the long-term capital account, where there was a swing from very large net inflow to substantial net outflow. Takeovers and other exceptional large transactions, which had contributed about £125 million to the inflow of long-term capital in the third quarter, accounted for some £25 million of the net outflow in the fourth. Interest and capital payments for the year 1968 on the post-war North American loans were deferred in December, but the effect in the seasonally adjusted figures is equally spread over the four quarters†.

Before seasonal adjustment, the deficit in the fourth quarter on the combined current and long-term capital accounts was £121 million. The balance of monetary movements was adverse to the extent of £139 million, and there was a negative balancing item of £18 million. The fourth quarter, like the second quarter, was one in which a net outflow of funds added to the financing requirements arising from the deficit in the balance of payments itself. There was substantial use of the special medium-term and short-term borrowing facilities with overseas central banks, though a number of repayments were made on earlier official borrowing. The reserves fell by £123 million over the quarter.

Year 1968

In the year 1968 the deficit on the combined current and long-term capital accounts, at £458 million, was £57 million below that in 1967. The year 1968 benefited from the export shipments held over from the 1967 dock strikes and the deferment of interest and capital payments of £72 million on the post-war North American loans. On the other hand, the balance has not been credited with a substantial and growing amount of finance for outward private investment where this takes the form of foreign currencies borrowed through London banks. Even so, there was some reduction in the net outflow of long-term capital and also a marked increase in net invisible earnings. The deterioration in the visible balance was largely but not wholly accounted for by the initial adverse impact of devaluation upon the terms of trade. The value of imports increased sharply early in the year (and then remained fairly stable), whilst the strong growth in the value of exports developed rather later.

Developments during year 1968

A marked improvement on current account can be seen between the first and second halves of the year. There was also a large favourable swing on the balance of the long-term capital account.

United Kingdom balance of payments

£ million (seasonally adjusted)

	1967		1968	
	1st half	2nd half	1st half	2nd half
Imports	−2,765	−2,798	−3,333	−3,457
Exports	+2,627	+2,399	+2,927	+3,176
Visible trade balance	− 138	− 399	− 406	− 281
United States aircraft payments	− 52	− 46	− 54	− 55
Invisible balance	+ 102	+ 134	+ 191	+ 186
Current balance	− 88	− 311	− 269	− 150
Long-term capital balance	− 13	− 103	− 158	+ 119
Balance of current and long-term capital transactions	− 101	− 414	− 427	− 31

The current deficit in the first half of the year was £269 million, even though exports benefited from the hold-over from the 1967 dock strikes. In the second half the deficit was £119 million less. Net invisible earnings and payments for American military aircraft were little changed between the two half-years, so that the improvement was wholly in the balance of visible trade. The volume of exports rose by 10 per cent between the two half-years (after adjusting the figure for the first half-year to exclude the strike backlog), while the volume of imports rose by 2 per cent.

The balance on the long-term capital account was strongly affected by takeovers and other exceptional large transactions which accounted for a net outflow of some £75 million in the first half of the year and for a net inflow of about £100 million in the second half. Excluding these transactions there was a swing from a moderate net outflow (seasonally adjusted) during the first half of the year to a small net inflow during the second. The change was in private investment and was divided almost equally between outward and inward private investment, with a reduction in portfolio investment abroad and an increase in the inflow of direct investment (even excluding the takeovers).

* *Economic Trends* published for the Central Statistical Office by HMSO, price 8s. net.

† The practice is to treat the deferment of the payments which would otherwise have been due for the year as applying equally to all four quarters of the year, so that within 1968 comparisons on the basis of the seasonally adjusted figures are unaffected by the deferment. (See *Economic Trends*, January 1968, pages xxxi and xxxii.) The deferment is of £36 million interest payments and £36 million capital repayments.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or, in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

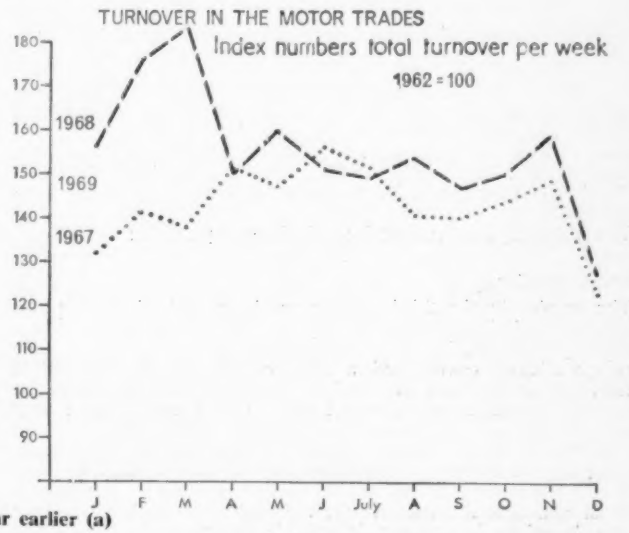
Turnover of the motor trades in January

THE TOTAL TURNOVER of the motor trades in January, for the first time in several months, did not show an increase over the corresponding period a year earlier, being 7 per cent lower than in January 1968.

Sales of new motor vehicles in January fell quite sharply (by 24 per cent) compared with a year earlier, a decrease which reflects the exceptionally high level of car sales in January 1968, and the reduced level of sales in January 1969 itself, following the November 1968 measures.

Sales of used motor vehicles, which tend on the whole to be less responsive to change in credit restrictions than new vehicle sales, dropped by only 5 per cent in the month compared with January 1968, a decrease only marginally greater than the fall on the corresponding period last year, recorded in the fourth quarter of 1968.

Sales of petrol, oil and accessories, together with receipts from servicing and repairs, showed an 11 per cent increase over the comparable month of 1968; this rise was not different from the average increase recorded beween 1967 and 1968 as a whole, and reflected the continued growth of this part of motor traders' business. However, some part of the 11 per cent increase was accounted for by price increases, e.g. increased duty on petrol.



Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total turnover (£2,979 million)	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967	143	137	152	144	137	132	141	138	151	147	156	153	142	140	144	149	123
	1968	155	172	154	150	144	156	176	183	150	160	151	149	154	147	150	159	127
	1969						145											
	1968	+9	+26	+1	+4	+5	+18	+24	+33	—1	+9	—3	—2	+9	+5	+5	+7	+4
	1969						—7											
Analysis of Turnover: Sales of new motor vehicles (£1,119 million)	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	145	145	159	139	138	139	150	145	161	156	161	151	136	133	143	156	120
	1968	158	204	148	140	141	185	209	214	136	165	144	130	149	141	149	172	111
	1969						141											
	1968	+9	+41	—7	+1	+2	+33	+39	+48	—15	+6	—11	—14	+9	+6	+4	+10	—8
	1969						—24											
Sales of secondhand motor vehicles (£568 million)	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	133	124	150	141	117	105	134	133	148	143	158	148	138	139	135	135	89
	1968	137	158	142	135	112	125	174	173	142	149	137	139	139	129	127	126	90
	1969						119											
	1968	+3	+27	—6	—5	—4	+19	+30	+31	—4	+4	—13	—6	+1	—7	—6	—7	nil
	1969						—5											
All other sales and receipts (£1,292 million)	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	144	136	146	150	146	138	137	134	144	141	151	156	149	145	148	149	141
	1968	160	151	164	165	160	144	147	160	165	161	164	171	166	159	162	161	159
	1969						160											
	1968	+11	+11	+12	+10	+10	+5	+8	+19	+15	+14	+9	+9	+12	+9	+10	+8	+11
	1969						+11											

(a) The periods covered by the index numbers consist of either four or five weeks each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by the January 1969 turnover was the four weeks from December 29, 1968, to January 25, 1969; the corresponding period in 1968 was from December 31, 1967, to January 27, 1968.

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EFTA trade in 1968

TOTAL EXPORTS to the world by the EFTA countries were 8 per cent higher in 1968 than in the previous year while imports rose by 6 per cent, reports the EFTA Secretariat in Geneva.

Since 1959, the year before EFTA was established, trade among the eight EFTA countries has risen by 145 per cent. This compares with increases of 88 per cent in total EFTA imports and 83 per cent in total exports over the same period. However, intra-EFTA trade grew less markedly in 1968 than in 1967, increasing by only 6 per cent compared with 9.7 per cent in the previous year.

This apparent change in the long-term trend towards concentration of trade between EFTA countries seems to have been temporary, as intra-EFTA trade was again growing strongly in the final months of 1968. One reason for the slow-down in 1968 is that the increase in 1967, the first year of duty-free trade in EFTA, had been exceptionally large. Other factors were the more rapid economic growth of the EEC than of EFTA in 1968, and the devaluations in the United Kingdom, Denmark and Finland late in 1967.

EFTA imports from the EEC grew by 6 per cent in 1968. But the faster growth of exports, which rose by 10 per cent somewhat reduced EFTA's large commodity trade deficit with the Six. Trade with the United States increased strongly, exports rising by 20 per cent and imports by 12 per cent.

A fully detailed account of EFTA's trade in 1968 will appear in the April issue of *EFTA Bulletin*, the regular journal of the EFTA Secretariat.

Export Credits Guarantee Department

DURING THE QUARTER ended December 31, 1968, the Export Credits Guarantee Department assumed liability:

(a) Under Section 1 of the Export Guarantees Act, 1968, up to a maximum of £188,569,902 in respect of guarantees amounting to £313,541,007.

(b) Under Section 2 of the Export Guarantees Act, 1968, up to a maximum of £114,204,454 in respect of guarantees amounting to £116,089,625.

ECGD business in 1968 up 25 per cent

BUSINESS INSURED by the Export Credits Guarantee Department in 1968 totalled a record £2,135.3 million, an increase of 25 per cent on the £1,707.9 million in 1967. Business in the last quarter amounted to £604.6 million, compared with £589.3 million in the previous quarter. Comprehensive business on short-term credit accounted for the whole of this increase, rising from £455.8 million to £474.1 million.

Bank advances guaranteed by ECGD during the quarter rose to £136.9 million, compared with £125.0 million in the previous quarter and £68.6 million in the last quarter of 1967.

Large medium-term policies issued during the quarter covered aircraft (£17.0 million), telecommunication equipment (£8.3 million), chemical plant (£6.7 million), steel mill equipment (£6.2 million), electricity generating and transmission equipment (£4.3 million), papermaking machinery (£3.7 million), sea water distillation plant (£1.3 million), harbour works (£8.9 million), road construction (£2.6 million) and hospital construction (£2.1 million).

Financial guarantees were issued for sales of ships, generator sets, chemical plant, a tyre factory, metalworking machinery and diesel locomotives.

The figures are as follows:

Table 1. Shipments insured

	1967 4th qtr.	1968 3rd qtr.	1968 4th qtr.
Comprehensive business short term credit	311·8	455·8	474·1
Comprehensive business over 6 months credit	33·2	49·4	47·4
Specific business	36·6	57·1	55·8
Financial guarantees	29·8	27·0	27·3
Total	411·4	589·3	604·6

Table 2. Advances guaranteed under financial facilities

Comprehensive guarantees to Banks related to comprehensive insurance policies	23·3	65·3	71·4
Specific guarantees to Banks related to comprehensive insurance policies	4·4	7·2	9·4
Specific guarantees to Banks related to specific insurance policies	11·0	18·1	23·7
Financial guarantees	29·9	34·4	32·4
Fiancial guarantees	68·6	125·0	136·9

The above figures combine 'commercial' and 'national interest' business.

'Shipments insured' include, besides direct exports and third country trade, services declared as 'performed'. Shipments declared in connection with a Financial Guarantee are also included – even though there is strictly no 'insurance' of the shipments. The first table, therefore, covers the whole of ECGD's turnover.

'Advances guaranteed' is the measure of bank financing covered by any form of ECGD guarantee to a bank (and thus in general qualifying for the special interest rates). They relate to exports which appear or will appear in Table 1, but also including, in the case of Financial Guarantees and of some Specific Guarantees, an element of interest covered by the guarantee. In addition to these advances there is, of course, a large volume of export financing by banks against the assignment of a normal ECGD insurance policy.

Although every 'advance guaranteed' must (apart from any interest element) ultimately be matched by a 'shipment insured', there is no correspondence in time between the two tables – the guaranteed advance need not fall in the same quarter in which shipment is made.

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Production of man-made fibres in January

TOTAL PRODUCTION by weight of man-made fibres in January was 12 per cent more than in January 1968. Output of continuous filament exceeded 50 million lb. for the first time in any single month and was 15 per cent more than in January last year; output of staple fibre was 9 per cent more.

Man-made fibre production

Million lb. (a)

	Continuous filament (singles)	Staple fibre	Total
1963	330·3	388·9	719·2
1964	378·1	447·1	825·2
1965	396·4	465·7	862·1
1966	411·4	470·2	881·6
1967	438·4	516·7	955·1
1968	533·0	655·7	1,188·6
1967 3rd quarter	101·8	113·3	215·2
4th quarter	120·0	142·0	262·0
1968 3rd quarter	124·9	159·8	284·7
4th quarter	139·1	173·9	313·0
1967 November	40·7	47·3	88·0
December	39·9	48·2	88·1
1968 January	44·0	52·3	96·3
1968 November	46·1	57·7	103·8
December	47·8	58·2	106·0
1969 January	50·5	57·0	107·6

(a) From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

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A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on March 14, page 750.

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Air Freight and Mail for October 1968
Airlines (Monthly) for October 1968

A complete list of titles in the Civil Aviation Series is as follows:
Airport Activity (M)
Air Passengers (M)
Air Freight and Mail (M)
Airlines (M)
Airlines (Q)

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, March 14, 1969.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Mayerling	Br/E 33981C	141	March 10	Warner-Pathe Distributors Ltd.	Winchester Film Productions Ltd. and Les Films Corona s.a.r.l., Paris.
The Sailor and the Devil	Br/E 33982	7	March 10	British Lion Films Ltd.	Richard Williams Films Ltd.
Two Off the Cuff	Br/E 33983	9	March 10	Monarch Film Corp. Ltd.	Bob Godfrey Films Ltd.
The Window Cleaner	Br/E 33984	36	March 11	Border Film Productions (London) Ltd.	Border Film Productions (London) Ltd.
The Question	Br/E 33995	8	March 13	Metro-Goldwyn-Mayer Pictures Ltd.	Halas and Batchelor Cartoon Films Ltd.
Look at Life Series 39: *A Load of Pheasants*	Br/E 33996	10	March 13	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Pathe Pictorial Series 742/744: *Pathe Pictorial No.* 744	Br/E 33997	9	March 13	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pale Faced Girl	Br/E 34001	27	March 14	Planet Film Distributors Ltd.	Chairene Productions Ltd.
Movietone News 2074A	Br/E 33789	7	March 14	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2075	Br/E 33790	7	March 14	" "	" "
Pathe News 69-21	Br/E 33842	7	March 14	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-22	Br/E 33843	7	March 14	" "	" "
FOREIGN					
The Party	F 33985	99	March 11	United Artists Corp. Ltd.	Mirisch Geoffrey Productions Inc.
We are Marching to Pretoria	F 33986	20	March 11	" "	Ministry of Information, Pretoria.
Vision of Gold	F 33987	13	March 11	" "	" "
Bunny and Claude	F 33988	6	March 12	Warner-Pathe Distributors Ltd.	Warner Bros.-Seven Arts Inc.
South Tyrol for Winter Holidays	F 33989	10	March 12	Saxon Film Co. Ltd.	Dolomites Information Bureau, EPT Bolzano.
Advance and be Mechanized	F 33990	6	March 13	Metro-Goldwyn-Mayer Pictures Ltd.	Metro-Goldwyn-Mayer Inc.
Cannery Rodent	F 33991	7	March 13	" "	" "
The Mouse from H-U-N-G-E-R	F 33992	7	March 13	" "	" "
Shutter Bugged Cat	F 33993	7	March 13	" "	" "
Surf-Bored Cat	F 33994	6	March 13	" "	" "
Shadows of Tiran	F 33998	82	March 14	Planet Film Distributors Ltd.	Aero Film, Berlin.
Hercules Against the Barbarians	F 33999	90	March 14	Antony Balch Films Ltd.	Jonia Films, Rome.
Requiem for a Gunfighter	F 34000	91	March 14	" "	Alex Gordon Premier Productions.
Hannibal Brooks	F 34002	101	March 14	United Artists Corp. Ltd.	Michael Winner Ltd.

AMENDMENTS TO THE REGISTER

The particulars of the film 'Adventures of the Bengal Lancers' (F 30510) registered on July 2, 1965, have been amended to provide alternative playing times as follows: (a) 96 minutes; (b) 80 minutes.

The particulars of the film 'Buffalo Bill, Hero of the Far West' (F 30136) registered on February 22, 1965, have been amended to provide alternative playing times as follows: (a) 93 minutes; (b) 80 minutes.

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Exhibitions and Fairs

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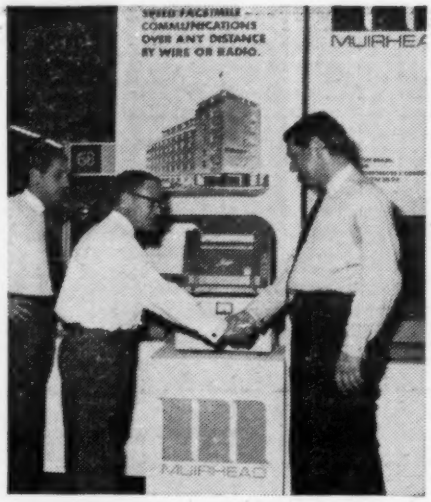


Left: At the British Industrial Exhibition in Sao Paulo, which ended on March 16, Mr. Anthony Crosland, President of the Board of Trade, demonstrates how easy it is to start a 'dumper truck' engine. Reports from the British Embassy say the event received 'phenomenal' local publicity, with Mr. Crosland's visit and speeches receiving excellent coverage throughout Brazil. Half-way through the exhibition attendance had reached 35,000, including leading Brazilian industrialists, bankers and senior visitors from other Latin American countries. Mr. Anthony Crosland (right), President of the Board of Trade, sought on-the-spot information on Mufax communications systems from Mr. Gene Thomason representing Muirhead Limited at the British International Exhibition in Sao Paulo, Brazil. The Mufax equipment shown transmits documents and pictures in less than seven minutes, over unlimited distances by wire or radio.

Fifth British Engineering Days in Prague

FIFTY companies will be participating in the British Engineering Days in Prague, to be held at the House of Communications from March 24 to 28. Over 70 senior representatives will be going out to Prague for this, the fifth event of its kind to be held in Prague, which is organized by the London Chamber of Commerce as a joint venture with the Board of Trade.

The British Engineering Days are sponsored by the Czechoslovak Chamber of Commerce and the State Ministry for Economy and Technology, who provided a comprehensive list of subjects covering the fields of British engineering in which Czechoslovakia is particularly interested. Over one-third of the participating companies are from the electrical and electronic industries, underlining the growing market for this type of equipment in Czechoslovakia.

The event includes an exhibition which will be held concurrently with a technical symposium and films. The exhibition and symposium will enable experts from British companies to demonstrate and describe new techniques and development in British machinery and equipment. Over 4,000 individual invitations have been sent to engineers, designers and executives at the Foreign Trading Corporations, the Ministries and Czechoslovak industry.

The next events planned in this series will take place in Kuala Lumpur, September 8 to 12; Singapore, September 16 to 20; Caracas, November 17 to 21; Bogata, November 25 to 28. The programme for 1970 includes Bucharest, Budapest, Mexico and Tehran.

A LIBRARY FOR EXPORTERS

***Foreign** trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade* **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

First joint venture at Canadian Hardware Show

By Ian D. Grant, Commercial Officer, Toronto

NINE British firms took part in a joint Board of Trade/Hardware Manufacturers Association joint venture at the 64th Annual Canadian Hardware Show in Toronto, February 3 to 6.

All British companies in this first British joint effort in the Hardware Show, achieved their objective of negotiating for representation in Canada and also taking orders. One of the companies received an order from a United States firm valued at $25,000.

Mr. R. L. C. Todd (right) of Geo. Salter and Co. Ltd., discusses products and prices with potential customers at the Canadian Hardware Show.

The companies participating expressed an interest in returning for next year's show. They felt that this year's exercise gave them worthwhile first-hand knowledge of Canadian marketing requirements.

Appropriate packaging of goods and attractive use of colour in the British displays showed that the firms had done their homework regarding Canadian requirements.

At this year's show there were 60 new exhibitors, including the nine British firms, and one hundred additional new booths, bringing the total of booths to 1,000. Last year $9 million worth of business was written and it is expected that this year's show will bring in $10 million. Attendance was 21,800 compared with 19,000 last year. The general public were not admitted.

World-wide promotion for Festival of London Stores

'LONDON – the shopping centre of the world' is the theme of the Second Festival of London Stores – May 26 to June 7 – which is being promoted on a world-wide basis.

Brochures printed in English, Italian, Spanish, German, Dutch, French and Portuguese have been given circulation all over the world through the British Travel Association, British commercial representatives overseas, airlines, shipping lines, travel agents and so on. Over 323,000 have already been distributed and requests for more are coming in from countries as far apart as Norway and Peru, New Zealand and Zambia. At the same time, many thousands of posters have been distributed. Special promotions are being staged by airline companies in such principal cities as Amsterdam and Paris.

Mrs. Dunwoody to visit Lyons International Trade Fair

MRS. GWYNETH DUNWOODY, Parliamentary Secretary, Board of Trade, is to make a one-day visit to the International Trade Fair at Lyons on March 25, which has been designated as 'British Day' by the fair authorities.

At this important annual event, open from March 22 to 31, the Minister will tour the British stands which represent a variety of exhibits from a cross-section of industry.

The British participation, which is being assisted by the Board of Trade under its joint venture scheme, will comprise seven group displays organized by the Business Equipment Trade Association, the Federation of Sussex Industries, the Scotch Whisky Association, the Gifts and Fancy Goods Association and the London Chamber of Commerce who are sponsoring three separate groups. The total area occupied by the seven joint ventures will be over 13,000 square feet.

Forty-five British firms, some represented by their overseas agents, will be exhibiting a wide range of domestic goods. These include cosmetics, jewellery, giftware, cigarettes, whisky, breakfast cereals, and industrial products including valves, mechanical handling and office equipment and woodworking machinery.

British exhibitors' 'excellent show' at Cleveland

A report from the British Consulate-General, Cleveland

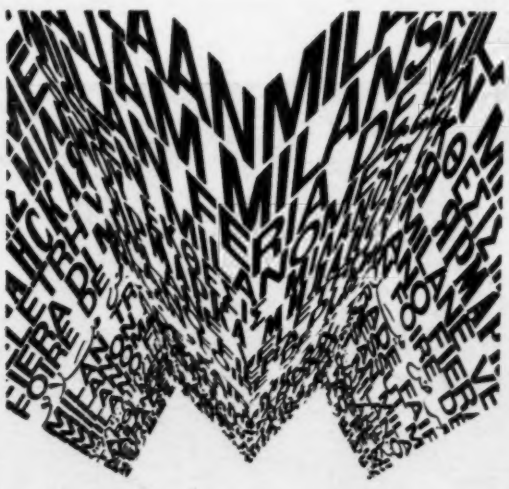
IN RECENT YEARS the ASME Gas Turbine Conference and Products Show has taken place in Houston (1967) and Washington (1968). This year's event, the 14th, was staged from March 9 to 13 in Cleveland's large and impressive Convention Centre, with its 7½ acres of exhibition space, situated in the city centre next to the leading downtown hotels. Ohio, with its abundant interest in the aviation and aerospace industries, and with much expertise in electronics, power-generation and associated fields of industry, is a logical area in which to hold a show of this kind, and Cleveland's trade fair facilities are the best in the State.

A joint venture between the Board of Trade and the British Electrical and Allied Manufacturers' Association (BEAMA) was instrumental in enabling seven British companies, six of whom had exhibited at Washington last year, to put their products on display.

The six British repeaters included: Rolls-Royce Ltd., whose large stand was amply embellished with large photographs of the industrial, marine and aviation applications of their Avon, Olympus, Proteus and other gas turbines, and whose 3ft. model of the RB-211 engine attracted much attention: Firth Brown Ltd. (with Firth Derihon Stampings Ltd. and Jessop-Saville Ltd.) collectively exhibiting high-strength stainless steels, forged turbine discs and blades, high-temperature creep/corrosion resistant steels, nickel-base alloys, ultra-high tensile steels and maraging steels; Hawker-Siddeley Dynamics Ltd. with a large range of governors, fuel controls and actuators for gas-turbines, as well as helicopter gas-turbine control systems; Doncasters Monk Bridge Ltd. with a range of precision-forged compressor blades for jet-engines, gas-turbines, steam-turbines and turbo-blowers; S.S.S. Gears Ltd. whose unique 'synchro-self-shifting' positive-toothed over-running clutch is adaptable for use in both gas and water turbines, and also for nuclear power compressors; and Ultra Electronics Ltd. with their electronic control systems for power plant. The seventh British joint-venturer was Henry Wiggin & Co. Ltd. whose 'Nimonic' nickel alloys find application in high-temperature areas of gas turbines. BEAMA manned an Information Stand throughout the Show.

This Fair was primarily for the benefit of industry, and in the course of the 5-day event official attendance probably equalled Washington's total attendance of just over 2,000 in 1968. Visitors from all over the United States were seen, as well as representatives of Canada, Japan and the western European countries. The British exhibitors' stands, strategically grouped together in a prominent location, attracted much favourable and technically interested attention.

The total number of inquiries at the British stands reflected a high level of interest on the part of show visitors, and each of the exhibitors expressed great satisfaction. Those who already had United States agents prior to the show are well placed to expand sales in the United States; those who had not will now be in a much better position to appoint agents. All are likely to exhibit again, perhaps at Houston, to where the show returns in 1971, or San Francisco (1972).



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Visitors' Cards and information may be obtained from: Segreteria Generale della Fiera di Milano, Largo Domodossola 1, 20145 Milano (Italy) or from the Milan Fair Representative: Dr. Vittorio Schiazzano, 31 Old Burlington Street, London W. 1 ☎ 01-734 2411

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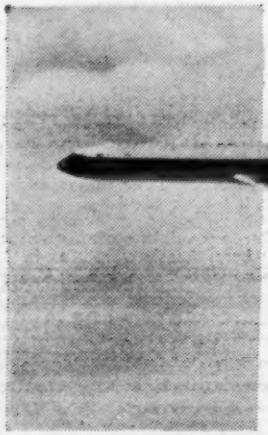

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BRITISH COMMERCIAL OFFICERS AT STUTTGART HEATING EXHIBITION

Mr. S. L. Edwards (left), Minister (Economics), at the British Embassy in Bonn, and Mr. R. P. Heppel (right), former HM Consul (Commercial), examine one of the 'Tropical' space heaters being shown at the INTHERM Exhibition, Stuttgart, by Boscombe Engineering Limited. Boscombe received inquiries from France, Japan, Italy, Holland and Luxembourg as well as Czechoslovakia and the Federal Republic of Germany. The 'Tropical' heater in the photograph won a Gold Medal Award at the last Leipzig Fair, as the notice behind it announces. *(See report on opposite page.)*

BRITISH EQUIPMENT AT AMERICAN TURBINE CONFERENCE

Mr. H. A. Clements, managing director of SSS Gears Ltd. (left), demonstrating a working model of the company's gears to Mr. Martin Marshall, HM Consul-General, Cleveland, at the Fourteenth International Gas Turbine conference and Products Show in Cleveland. *(See report on page 843.)*

Olympia's 46th Ideal Home Exhibition

PARTIES of trade buyers, coachloads of schoolgirls, young marrieds looking for new furnishing ideas, middle-aged women from the country up in London for the day – there must be few shows which attract such a wide cross-section of visitors as the Daily Mail Ideal Home Exhibition. This year the range seemed as varied as ever, and if the crowds were a little thinner than usual, at least during the first few days of the show, there were still the same patient queues waiting to look round the show houses, the same fascinated onlookers watching demonstrations of the latest cutters, shredders, peelers and graters, and the same slightly dazed faces enjoying the coolness and freshness of the gardens after the heat and bustle of the stands.

Probably as a result of the uncertainty about its opening date several exhibitors said that the Ideal Home's first days had not brought in the usual packed crowds, but that attendances seemed to be rising as the exhibition progressed. There are certainly just as many new ideas in the 46th Ideal Home Exhibition to make life in the home pleasanter, easier or more decorative, ranging from a revolving kitchen to a portable workbench the size of a suitcase, a tin-opener which can open tins without touching the contents and a range of self-cleaning cookers.

This year's kitchen and bathroom displays are especially appealing – metric kitchen furniture with matching fabrics, glowing coloured woods, and an impressive range of pull-out, swing-out and fold-down furniture and accessories. In such a crowded and varied exhibition it is almost impossible to pick out any one display to comment on, but among the wealth of new ideas, designs and colours the Textile Council's splendid displays of British fabrics being used in international settings stand out as particularly impressive.

What makes the Ideal Home Exhibition one of the pleasantest shows to visit is that it provides so much more for the visitor than a display of the latest home-making ideas, though this of course is its main point. Each year the organizers choose a basic theme which is elaborately worked out and sustained throughout the different sections of the exhibition. This year the theme is 'Fiesta', and threaded through the cookers, the carpets, the kitchen and the bathroom displays are pagodas, fountains, flamenco dancers, a Caribbean steel band and a magnificent display of carnival costumes from Trinidad. In the Mexican Palace the note of fantasy is sustained by a series of room settings designed by Cecil Beaton ranging from his idea of a suitable background for 'Dining with the Pope' to 'Dining with the Daleks'. Other features offer such contrasts as the conversion of an old watermill, the first house to be built on the metric system, and a Decimal Shop where the goods on show can be bought with decimal currency.

Although often thought of as a showplace for the newest British products, the Ideal Home Exhibition attracts a large international participation. This year the International Section, where it is possible to buy anything from a pizza to an estate in the Bahamas, is the largest ever, with 12 official Government exhibits from overseas countries.

This Ideal Home show is often the occasion of a royal visit, and so far this year it has been visited by HRH Princess Margaret and HRH Princess Anne. It will remain open at Olympia every day except Sunday from 10 a.m. until 9.30 p.m. until March 29.

HRH Princess Margaret stops to examine cutlery and kitchenware during a tour of the Ideal Home Exhibition.

Stuttgart heating fair attracts 57,000 visitors

A report from the British Consulate-General, Stuttgart

THE 1969 International Trade Fair for Oil and Gas Firing – INTHERM – took place in the Killesberg Exhibition Halls, Stuttgart, from March 5-9.

Approximately 430 firms participated in the fair, the great majority being German manufacturers. Thirteen British firms participated in a 'joint venture' organized by the Building Materials Export Group and sponsored by the Board of Trade, on a joint stand attractively designed by the Exhibitions Division of the Central Office of Information. Four other British firms showed their goods through local agents. It is estimated that the fair attracted some 57,000 visitors, 70 per cent of whom are said to have been either owners or leading executives of companies.

Contacts

Although the volume of inquiries received by the exhibitors at the British stand at the beginning was not great, possibly because of the position of the stand in the last occupied hall, most exhibitors expressed themselves as satisfied with the quality of the visitors and useful contacts were made not only with German buyers but with buyers from Belgium, France, Israel, Yugoslavia, Spain, Austria, the Netherlands and others. One company reported an order for 1,000 central heating pumps valued at £9,000 on the first day of the fair and they were also successful in appointing a distributor. Another company showing their boilers in Germany for the first time were reported to be pleased with the keen interest shown by potential buyers, which was far beyond what had been anticipated, and they had also been approached by 12 or 13 potential distributors. The local agent for two of the other British exhibitors reported the placing of firm orders totalling DM 500,000 during the fair.

Lively interest

There was little to be noted in the way of market trends. Keen competition in the burner field tended to depress prices, whilst it was evident that flat radiators are giving way to fan-assisted convector heaters. It is of interest that architects and builders are still looking favourably towards central heating boilers which are capable of also supplying domestic hot water requirements. It was noticeable that more town-gas operated appliances were in evidence this year than in previous fairs and this may well indicate an increased interest in gas as a domestic fuel. This interest should increase if plans for the connection of Baden-Württemberg to the natural gas pipeline grid materialize.

A lively interest was shown in the official information stand manned by personnel from the Consulate-General at Stuttgart and a good number of inquiries for agencies and sources of supply were received.

The next INTHERM will take place from April 8 to 12, 1970.

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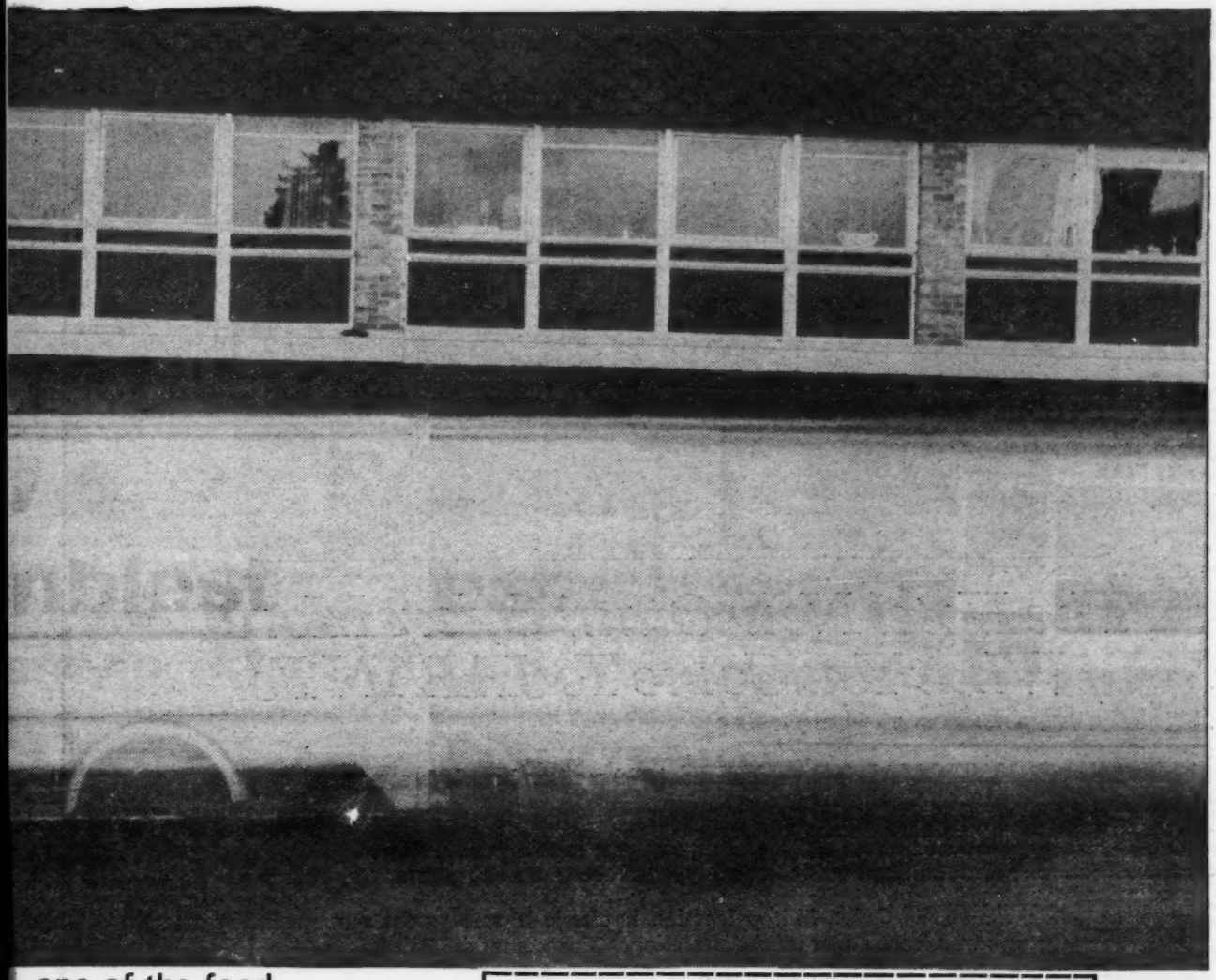

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British pet product manufacturers return to New York

A report from the British Consulate-General, New York

ALTHOUGH many of them had exhibited in the United States as recently as last September, a group of British pet product manufacturers have just returned to New York to attend the Pet Industry Wholesale Show Mart in the Hotel New Yorker from March 4-6.

Is this surprising? Not really. The United States market for pet supply products is the wealthiest in the world, with annual sales of over $2,600 million. Also this is one market where British products can be competitive. Virtually all the British exhibitors believed their lines to be as good, if not better than, American manufacturers, and they are also able to compete in terms of price. However, although the potential is there, penetration of the market has proved to be slow. One of the reasons for this is that British manufacturers have found it difficult to reach the wholesale trade. Rather than work on a sales representative basis, a system naturally preferred by the American importers, United Kingdom manufacturers have in general attempted to establish direct contact with wholesalers in each major market area. There are now three national pet supply trade shows. The biggest and best from the British manufacturers' point of view keeps its doors firmly closed against anyone other than American manufacturers. The second major show, which the British attended in September, opens its doors to retailers and wholesalers, and thus being very busy does not provide real opportunities for detailed discussion with wholesalers. This March show is a new event on the calendar and, as the title suggests, is for wholesalers only and was therefore a most attractive proposition to the British trade.

First year of exhibition

While remembering that it was the first year that it had been held, opinions on the value of the show were mixed. There were under 60 exhibitors which is not really sufficient to attract the 'out of town' wholesalers and unfortunately the British exhibitors are not yet sufficiently well known to attract on their own account. Some of the nine participating British companies expressed satisfaction and said they would return next year if the show were repeated. One manufacturer said that he had taken his largest order ever and altogether it appeared that the British group realized actual sales of about $25,000, although the real value of this show will not be known until it is seen whether these orders lead to repeats and other contracts made eventually mean dollars earned.

As with previous joint ventures, the British participation was organized by the British Pet Trade Fair Founders Club and the Board of Trade.

Brussels exhibition offers entry to Belgian building industry

A report from the British Embassy, Brussels

THE TENTH Brussels International Building and Accessories Exhibition (March 1 to 9) this year moved out of the centre of Brussels to the spacious Palais du Centenaire. One result was that the number of stands was increased to 502 from the 378 of 1968 and the floor space almost doubled in size from 9,360 square metres to 18,500 square metres.

The official British stand, organized as previously, by the Building Materials Export Group with help from the Board of Trade, was, therefore, bigger than ever before. This meant that not only were more British firms exhibiting – 14 as opposed to nine last year – but that they could spread themselves to greater advantage and still have the popular central lounge and bar, ideally designed for private discussions.

The stand was visited on the opening day of the exhibition by M. de Saeger, the Belgian Minister of Public Works.

Of the firms exhibiting, some had branches in Belgium, others had agents or distributors who helped in their participation. Still others were new not only to the Belgian market but to exporting in Europe as a whole. Several of these took the opportunity of seeking Belgian agents and conducting surveys of the Belgian market. The British Screw Company found that their newly appointed agent was invaluable in helping them to man the stand, cope with multi-lingual inquiries and generally promote their product. Automatic Pressings Ltd. had serious discussions over the sale of one of their industrialized fixing machines – and the follow-up licence for the supply of the specially manufactured plates. Harveys (Structural Services) who manufacture a similar machine reported serious interest from several quarters in manufacturing under licence. Other companies with agents or plants in Belgium such as Golmet Doors Ltd., Cellactite, Dom Products, Hilger and Watts, Walker Crossweller, Savage and Parsons and Formica expressed themselves as being well satisfied with the number of new contacts made and old customers who had called on them. Feb Ltd., who already have an active agent in Belgium and are now planning to go into production there, reported great interest in their new expansion bolts. Within the week they had clinched orders worth more than one million francs. The Ensel Electric Co. and George Whitehouse & Co. manufacturing fluorescent fittings and cold rolled sections took the opportunity of analysing the Benelux market in depth, with the possibility in mind of a European subsidiary. Big Ben Scaffolding and Modern Spraying Equipment both reported a flood of serious inquiries. Modern Spraying Equipment sold their demonstration machinery into the bargain.

The general conclusion? A well organized exhibitor with a good agent on the stand – or a good interpreter which the Commercial Department of the Embassy can locate – is well placed to meet the people who matter in the Belgian building industry. The market is there and growing. Participation on the official British stand at the Brussels Building Exhibition is the ideal way to break into it.

BRITISH EXHIBITS IN UNITED STATES AND BELGIUM

On the Mac Pennys of Grimsby stand at the Pet Industry Wholesale Show Mart, New York, left to right: Miss Phyllis Goldberg, Mac Pennys' United States representative; Mr. David Newman, managing director, Mac Pennys; and Mr. J. S. Beacham of J. S. Beacham Company, Clearfield, Pa.

Discussion on one of the British stands at the Brussels Building Exhibition.

Industrial electronics on show in Basle

A report from the British Consulate, Basle

ON MARCH 4 the Swiss Industries Fair opened its doors to the 4th International Exhibition of Industrial Electronics. On the evening of March 8, the doors closed with the organizers claiming a record number of visitors totalling 38,500 (1967: 35,000). There is no doubt that compared with its predecessors this exhibition has been a success. Comparisons with the INEL of 1967 show the following: 489 exhibitors (1967: 450); floor space covered 9,993 square metres (1967: 8,640); 738 manufacturers were represented (1967: 715) from 17 countries (1967: 15). The largest contingent came from the United States with 181 firms, followed by the German Federal Republic with 176, and Switzerland with 165. Particularly welcome was the British participation totalling 97 firms.

The importance of this exhibition cannot be over-emphasized, for it covers a wide field comprising components, measurement equipment, control and automation equipment, power electronics, communications, equipment for manufacturing electronic products and data processing. One of the highlights of the exhibition was the production line laid down, showing the manufacture of printed circuits from the raw material to the testing of the finished product. One of the notable features of INEL was the growth of the printed circuit and the large number of components shown compared with the exhibition of two years ago.

The joint venture stand at the Association of Public Address Engineers, sponsored by the Board of Trade, was well sited, being in the same hall as the production line, and was therefore well placed to receive a steady flow of visitors. Most of the participants on the joint stand were small firms; a number of good inquiries were forthcoming, and it was expected that at least three of the British firms would be apointing agents for their products in Switzerland.

Laboratory equipment at Cleveland show

A report from the British Consulate-General, Cleveland

FIVE-THOUSAND CHEMISTS, scientists and electronics experts attended the Analytical Chemistry and Applied Spectroscopy Show in Cleveland (March 3 to 7), over 300 papers were presented, and more than 270 exhibitors displayed an immense variety of sophisticated laboratory, measuring and analysing scientific apparatus. Since its transfer in 1968 from Pittsburgh, the show has become the largest and most important of its kind in this part of the United States.

In addition to a British contribution of seven papers to the symposium, six British companies were represented by their United States subsidiaries or agents. All exhibited without official assistance of any kind, and expressed great satisfaction at having been astute enough to gain this exposure to the local market.

The British companies included: Pye-Unicam Ltd., with a large display of atomic absorption spectrophotometers in an impressive booth; Stanton Instruments Ltd., exhibiting their well-known TGA balances and, for the first time, DTA equipment; Measuring and Scientific Equipment (MSE) Ltd., whose pH meters, titration systems, conductivity meters and polarographs attracted favourable attention; Decca Radar Ltd. with their new NQR spectrometer; Rock and Taylor Ltd. displaying continuous effluent-samplers; and the Pergamon Press Ltd. with a useful selection of scientific textbooks and reference works.

Foreign exhibitors were not too numerous, but those present included three Japanese companies (JEOLCO, Shimadzu and Toshiba), Microwa (Switzerland), Herzog-Machines (Federal Republic of Germany) and SCE Coderg (France). Contributions to the symposium came from all of these countries except France, as well as from Canada, Australia and Venezuela.

So successful has this annual event become in its new home that it is to be staged in Cleveland annually until at least 1974.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

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South Western Region
The Pithay, Bristol BS1 2NE (Tel. Bristol 21071. Code: 0272 21071. Telex No. 44214.)
L. I. Macbeth.

Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YL. (Tel. Cardiff 62151. Code: 0222 62151. Telex No. 49267.) North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)
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Midland Region
Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021, 643, 8221. Telex No. 33702.)
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North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061 CEN 2171. Telex No. 66104.)
N. S. Belam.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867. Code: 0463 30867.)
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MEXICO

Overseas Trade and Exports

Mexico: a strong and attractive market

By K. J. Uffen, Counsellor (Commercial), British Embassy in Mexico City

THE BRITISH EXHIBITION in Sao Paulo, Brazil, earlier this month, opened by the President of the Board of Trade, is the latest move by British industry to respond more fully to the requirements of the vast Latin American market. A broad picture of the possibilities emerged at the conference organized in London towards the end of 1968 by the Latin American Committee of the BNEC. Where does Mexico fit into this picture?

A good jumping-off point is to know that the President of the Board of Trade went on to Mexico after his visit to Brazil. A full programme gave him the opportunity to discuss with Mexican Ministers various aspects of Anglo/Mexican trade and to meet representatives of British commercial interests in Mexico.

It must be emphasized that the view that Mexico is a remote market on the back door step of the United States of America, offering little reward to British firms, is decades out of date. The first British industrial exhibition in Latin America took place in Mexico City in 1966. Mexico's imports from the United Kingdom amounted to about £32 million in 1968, an increase of over one half in three years. It is by far the largest import market in Latin America – approaching £750 million – with an impressive record of economic growth and political stability. Firms which export successfully to North America should be particularly well placed to compete. There are over 100 British and Anglo-Mexican companies operating in Mexico, including local companies with licensing or technical assistance arrangements with British firms.

Mexico has its limitations for British exporters. It is essentially a capital goods market, offering little scope for most consumer goods. There are protective barriers to imports of goods manufactured by the fast expanding Mexican industries. Nonetheless, it is notable that Germany and Japan are rapidly increasing their market share. It is clear from the numerous inquiries obtained by representatives of both the Commercial Department of the British Embassy and the British Trade Centre in Mexico that there is a fund of interest in and goodwill towards Britain and British products and that opportunities for greatly increased trade exist. Mexican customers have learnt much from their American neighbours and from keen European competition. Genuine interest in the customer's needs, willingness to provide some technical help and good after-sales service are essential ingredients for making business friends.

Even in those fields where Mexican industry is becoming well established, joint ventures or licensing arrangements can be attractive not only in their own right but also as a nucleus around which complementary exports can be built up. There is plenty of scope for licensing, know-how and similar arrangements and the Commercial Department of the Embassy, in consultation with the British Trade Centre, are ready to give practical help and advice. Whether one of these courses is taken or the more simple one of agency arrangements, some form of representation on the spot is essential. This is not the place for 'hit and run' traders.

Communications with Britain have improved substantially. The British Overseas Airways Corporation now offer a twice weekly direct service to Mexico City via Bermuda, Jamaica and Nassau. The Harrison Line provide a direct and regular shipping service from Liverpool to the ports of Veracruz and Tampico. There is a sailing every two weeks and the time taken on the voyage has been reduced to about 18 days.

Mr. Anthony Crosland, President of the Board of Trade (facing camera), in discussion with Lic. Campos Salas, Mexican Minister of Industry and Commerce (right of the President), during his recent visit to Mexico. On the left is Mr. C. P. Hope, the British Ambassador.

Export opportunities in Mexico

The British Industrial Exhibition staged in the National Auditorium in Mexico City in October 1966 covered a wide range of capital equipment with machine tools and textile machinery predominating. In the summer of 1967 an export targeting exercise – the first of its kind to be held for a Latin American market – was launched by the Commercial Department of the British Embassy and the Board of Trade. The five most promising targets selected for British exporters were: textile machinery, scientific

(*Continued on page* 855)

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade,*

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instruments, medical equipment, chemical plant and plastics machinery. A market survey on each of these targets was published in the *Export Services Bulletin* and the Head of the Embassy Commercial Department then spent two months in Britain making calls on about 160 firms whose interest in Mexico had been aroused by the project. These personal contacts led to the introduction to the market of some 90 British exporters who were eventually found agents in Mexico.

In September 1967 the Scientific Instruments Manufacturers' Association held an exhibition in the Mexico City Hilton Hotel. 1968 started off with a British Engineering Week organized jointly by the London Chamber of Commerce and the British Mechanical Engineering Federation – another first in Latin America. Firsthand experience of the market has also been gained as a result of visits by missions from the Birmingham and Manchester Chambers of Commerce, the Gauge and Tool Makers' Association, the Council of British Manufacturers of Petroleum Equipment and the Association of British Mining Equipment Exporters. The British Consultants' Bureau sent their second mission to Mexico in February 1969.

There are important opportunities for business, including large contracts, with organizations in the public sector. There is little opening in the fields of construction and housing but British firms have done good business, and at the same time contributed to the economic development of Mexico, with the authorities responsible for the railways, telecommunications, electricity supply, the petroleum industry and the state-controlled sector of much of the petrochemical industry. Petroleos Mexicanos, the State petroeum monopoly, the Comisión Federal de Electricidad (equivalent to the Central Electricity Generating Board) and Ferrocarriles Nacionales (the largest entity in the railways system) have traditionally been the three largest buyers in the public sector, and possibly in the country.

Demonstration of Massey-Ferguson ploughs to Mexican farmers.

De Havilland 125 *aircraft recently purchased by Senor Romulo O'Farrill, owner of* Novedades, *one of the big Mexican City daily newspapers and one of the country's leading industrialists.*

Representation and marketing in Mexico

There are many tariff headings for which no import licence is required. However, two-thirds of all imports are effected under headings for which such a licence must be sought. The general rule is that, where local production can be shown to satisfy domestic demand, no import licence is forthcoming. For those British firms making a product which can be imported and for which a market has been found to exist the first step should be to arrange suitable local representation. Provided that the goods on offer are able to compete successfully in other world markets there is always a good prospect of finding an agent.

Mexico is a buyers' market where representatives of all the main exporting nations are active and where few agents are willing to confine themselves to representating firms from one country. Only the more aggressive firms who are keen to do business will be successful in entering the market and remaining in it. The following are examples of the many British firms who have successfully sold through agents: Ernest Scragg, Platt Brothers and the Bentley Group in textile machinery; Neill and Spencer in laundry machinery; Thomas Broadbent in sugar centrifuges; Pye in radio telephones; Alfred Herbert and the Elliott Group in machine tools; Linegear Ltd. in switchgear; Lustrefibres Ltd. in raw materials for manufacture of synthetic fibres.

A possible alternative to appointing an agent would be for groups of British companies manufacturing complementary ranges of products to appoint paid representatives under the Group Export Representation Scheme which the Board of Trade believe would be successful in certain Latin American markets, including Mexico (details are available from the Group Export Representation Unit, Board of Trade, 1 Victoria Street, London, S.W.1). Another course is to establish a joint venture sales company with Mexicans who could provide local capital, knowledge and contacts – the latter are of course particularly important. In this manner, expenses could be shared and each principal would be able to satisfy the expectation of discerning Mexican buyers, that necessary technical assistance and good after sales service would be assured.

Many British firms have established manufacturing plants in Mexico and these can be a means of maintaining a foothold in an established but changing market, possibly also providing a Mexican base to facilitate the introduction of new or complementary imported products in fields where the expansion of local manufacture brings in its wake a rising barrier of import restrictions. In recent years, the authorities have published lists of products for which there is in their view a need for new or increased manufacturing capacity The latest list, known as the '500 List' can, like its predecessors, be obtained from the Export Services Branch of the Board of Trade. Industries manufacturing these products can claim relief from taxation in Mexico.

Joint ventures have constituted the most typical form of direct foreign investment in Mexico, averaging over £45 million a year, the bulk of it coming from the United States, but also during the past few years from Japan, Canada, Britain, Spain, Austria, Argentina, Sweden and France. Among over a hundred British and Anglo-Mexican companies operating in Mexico (including local companies enjoying licensing or technical assistance arrangements) are: English Electric Ltd, Imperial Chemical Industries Ltd., British Ropes Ltd., the Associated Portland Cement Company Ltd., British Industrial Plastics Ltd., and Pilkington Brothers Ltd.

(*Continued on page* 857)

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Licensing, know-how and other similar arrangements are widespread and popular since these are ways of introducing or maintaining a product in the Mexican market, which many British companies have found acceptable and feasible for both commercial and exchange control reasons. There are no Mexican foreign exchange restrictions, so royalty payments may be freely remitted to Britain. Here, such well known names as 'Yardley' perfumes, 'Ascot' water heaters, 'Gordon's', 'Gilbey's', and 'Booth's' gins, 'Dunlop' footwear, 'Garrard' record players, and 'Wain Shield', 'Perrots', 'Hunt and Winterbotham' (West of England) and 'Selka' textile trademarks, designs, processes and so on are well in evidence.

Export finance

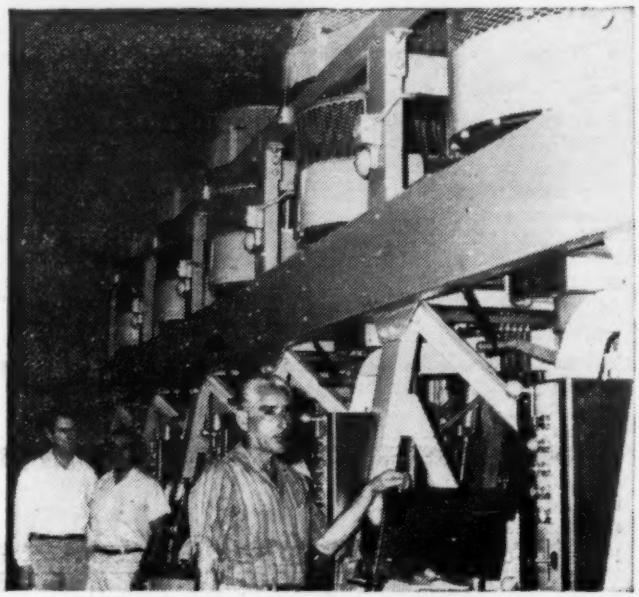
The cost of borrowing in Mexico is twice as high as in Britain. The difference in lending rates naturally creates an appetite for foreign supplier credit. It is estimated that approximately two-thirds of Britain's exports to Mexico are supplied on credit which has been officially insured.

The regulations in force have not permitted British banks to maintain branch offices in Mexico. Nonetheless, a number of British banking houses have full or part-time representatives or correspondent arrangements in Mexico City and British firms are strongly advised to take advantage of the expert advice which is available from their banks and, where appropriate, from the representatives on the spot. It is important in this competitive market to give careful consideration at an early stage of a business deal to the financing and credit insurance arrangements likely to be needed to satisfy the buyer. The Commercial Department of the British Embassy is glad to offer advice and guidance in this field and to provide suitable introductions.

Some facts and figures

Annual income per head in Mexico in 1967 was just under £200,

(*Continued on next page*)



Broadbent in Mexico. Five fully automatic sugar centrifugals supplied by Thomas Broadbent & Sons Ltd., Huddersfield, to Cooperativa de Ejidatarios Y Obreros Del Ingenio Del Mante SCL Mexico. The machines were ordered on April 17, 1968, and had been manufactured, shipped, installed and were producing sugar by November 8, 1968. A factory official and the Broadbent commissioning engineer can be seen in the background.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

INFORMATION ABOUT the commercial standing of overseas firms is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent or representative. Many status reports are on record and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of firms overseas, the scope of their activities, and the size of their organization, and their suitability to act as your representatives. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

MEXICO

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LETTERS TO THE EDITOR

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MEXICO: A STRONG AND ATTRACTIVE MARKET, *continued*

placing the country in the upper range of developing nations. In practice, buying power is very heavily concentrated in the central area around Mexico City. A British visitor to Mexico can generally expect that most of his calls will lie within two hours' drive, at the most, from his hotel in the capital. At the same time, mention must be made of the high rate at which Monterrey, 1-1¼ hours' flight to the north, has developed together with the neighbouring centre of Saltillo as an area in which the steel-making and metal-working firms have concentrated. Guadalajara, at a similar distance, is an important commercial centre for the west of Mexico. Like Puebla, which is much closer to Mexico City, Guadalajara is a textile centre and also has a wide range of light industries. The Commercial Department of the Embassy will be pleased to advise intending visitors of the advantages of visiting these and other provincial centres.

The table below gives some indication of the stage of development of local industry in Mexico. All figures refer to output in the year 1967 unless otherwise indicated.

Commodity	Production
Steel	3,000,000 tons
Passenger cars	86,000 units
Trucks	37,000 units
Refrigerators	152,000 units
Sulphuric acid	640,000 tons
Crude oil	411,000 barrels a day
Cement	5,500,000 tons
Television sets	273,300 units
Installed generating capacity	5,801 MW.
Telephones	1,003,682 (in service, at end of the year)

In order of size of output, manufacturing industries are ranked as follows:

Industries	£ million (at 1950 prices)
Food, drink and tobacco	260
Chemicals	180
Metallurgical	140
Textile	100
Footwear and clothing	60
Machinery	60
Transport equipment	50
Non-ferrous metals	50

Opportunities for exporters in Mexico

Brief details are given below of some inquiries for British goods, offers to represent British principals, etc., published in recent issues of the Export Service Bulletin. *Copies of the* Bulletins, *which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

Orders for Bulletins (2*s. each*) *and documents (the price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order* Bulletins *or photocopies by telephone, telex or letter unaccompanied by a remittance.*

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, Export Service Bulletin, *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4. Tel.* 01-248 5757, *Exins,* 7016, 7017. *Telex* 886143. *Answer Back BOTHILLGATE LDN. Telegram EXSERBRA.*

Reference No.	Commodity		Bulletin No.
ESB.11888/69	Paper manufacturing equipment		54/69
ESB.10770/69	Tennis and golf balls	Manufacture under licence	30/69
ESB. 981/69	Pipe protective coatings	Manufacture under licence	49/69
ESB. 9428/69	Chemical fertilliers; chemical and sugar industry instruments	Source of supply	49/69
ESB. 9909/69	Cables; wire	Agency	47/69
ESB. 4062/69	Transmission towers	Agency	36/69
ESB. 7456/69	Etching plates	Source of supply	34/69
ESB. 4062/69	Steel structures	Agency	27/69
ESB. 5759/69	Engineering consultancy services	Agency	26/69
ESB. 5202/69	Printing inks; folioing attachments	Source of supply	24/69
ESB. 4062/69	Cranes; electrical equipment; pumps	Agency	23/69
ESB. 4075/69	Footwear adhesive; shoe manufacturing machinery	Agency	21/69
ESB. 2877/69	Jam making equipment	Source of supply	15/69
ESB. 2833/69	Electric furnace; rolling mill equipment; scrap metal baler and shears	Source of supply	13/69
ESB 651/69.	Procalloy; tin	Source of supply	11/69
ESB. 697/69	Tube welding equipment	Source of supply	7/69

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

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TRADE AND FINANCIAL ARRANGEMENTS

UK aid to developing countries

Chile

UNDER A RECENTLY SIGNED agreement Britain has agreed that a £750,000 loan which had been offered to Chile shall be used to cover part of the cost of British equipment to be used for the development of a steel works at Concepcion.

The aid loan will be used in association with a commercial contract between the State Steel Corporation of Chile (CAP), and a British firm. Altogether the contract will cover up to £5 million of equipment.

The aid loan is at current rates of interest, repayable over 15 years with a five-year grace period for capital repayments. The first disbursement of £500,000 will be made in the current financial year.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2286), quoting reference C.R.E. 1167/G/2.

Sudan

An interest free loan of £200,000 which Britain has made available to the Sudanese Government is being used at their request as a down payment towards the purchase of 10 diesel electric locomotives by the Sudan Railways Corporation. The loan will be returned in the form of graduated repayments over 25 years with a grace period of two years.

Sudan Railways have ordered the 10 locomotives, costing approximately £1 million, from the English Electric Company.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2358), quoting reference C.R.E. 21865/G.

India

Under an agreement signed in Delhi recently Britain is giving India approximately £2.7 million for the purchase of wheat, principally from Argentina. The agreement formalizes arrangements already made between India and the United Kingdom under which the greater part of the wheat (112,000 tons) has already been shipped. The Government of India will be responsible for shipping and other costs.

The gift fulfils part of the obligation which Britain has accepted under the terms of the 1968 Rome Food Aid Convention to provide 225,000 metric tons of grain or the cash equivalent each year for three years as aid to developing countries.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 26227/G.

Italy and Poland

A PROTOCOL to the Long-term Agreement of February 25, 1965, was signed in Warsaw on January 25, 1969, by an Italo-Polish Mixed Commission.

Under the terms of the Protocol, new quota lists on goods to be exchanged between the two countries have been established for the year 1969.

Details of the quota list of goods to be exchanged, in Italian, may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

Italy and Iran

THE ITALIAN Minister for Foreign Trade announced in a circular dated February 6, 1969 that the trade agreement between Italy and Iran which was signed in Rome on January 29, 1958 has been tacitly renewed for a further year from February 10, 1969 to February 9, 1970.

The quotas remain the same as established in 1963. The Italian text of the quotas can be seen at Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467, 482).

Bulgaria and the USSR

A PROTOCOL TO THE Trade Agreement between Bulgaria and the USSR was signed in Sofia on December 25, 1968, and provides for a 10 per cent increase in trade during 1969.

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

Insurance services to Japan

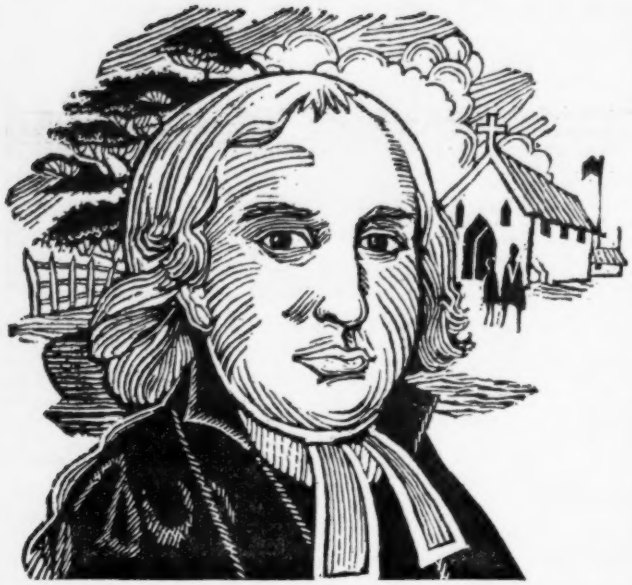
THE POST OFFICE has announced that from April 1, the limit for insured letters, boxes and parcels to Japan will be increased from £115 to £400. Insured surface parcels are accepted for the direct sea route only.

Hints to businessmen booklets

REVISED editions of the booklets on Jordan and South Africa (including South West Africa), Botswana, Lesotho, Swaziland and Brazil, have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Inauguration of Inyec-Diesel, SA de CV at Saltillo, Coahuila, a joint venture company with CAV Ltd., on July 25, 1968, by Minister of Industry and Commerce, Señor Licenciado Octaviano Campos Salas (centre), with Mr. Anthony S. Crawford, British plant manager (right foreground). *See pages 853 to 858, 'Mexico: a strong and attractive market'.*



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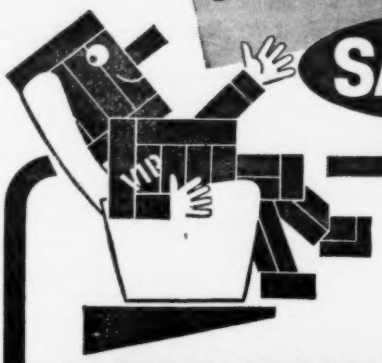
The National Bank

OF NEW ZEALAND LIMITED

Our London Address: 8 Moorgate EC2 (Tel: 01-606 8311)

Commencing 1st April 69

JAPAN* BY SABENA



BIG DOOR 707 JET FREIGHTER

* From 1st April 1969 via Polar Route
* 2nd Frequency From 1st August 1969 via Southern Route

* Through Pallet Facilities from LONDON & MANCHESTER via Brussels.

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Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications etc. (the price of these varies – See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H.19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 (*Deposit Accounts*), *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA).*

Mr. Eric Roberts (left), chairman of William Grant and Sons Ltd., presents a souvenir silver water jug at a recent reception in London to Mr. Lawrence Yaffa, vice-president of Austin Nichols Inc., New York, Grant's distributors in America.

ALGERIA

Bulletin 50/69

ALGERIAN MINISTRY OF POSTS AND TELECOMMUNICATIONS:
Telecommunication System and Equipment. May 3. E.S.B. 10834/69/J.

AUSTRALIA

Bulletin 48/69

SOUTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
•53s. **Transformers.** April 23. E.S.B. 10608/69/J.

Bulletin 50/69

METROPOLITAN WATER, SEWAGE AND DRAINAGE BOARD:
Pumping Units. April 22. E.S.B. 10859/69/J.

Bulletin 52/69

OVERSEAS TELECOMMUNICATIONS COMMISSION:
Communication Equipment. Closing dates: London, July 31, Sydney, August 4. E.S.B. 11130/69/J.
NATIONAL CAPITAL DEVELOPMENT COMMISSION:
1s. **Construction of School.** April 8. E.S.B. 11136/69/J.
DEPARTMENT OF WORKS:
•**Construction of Runway Extension.** Closing date not known. E.S.B. 11156/69/J.
STATE ELECTRICITY COMMISSION OF VICTORIA:
•40s. **Reprographic Equipment.** April 21. E.S.B. 10126/69/J.

BELGIUM

Bulletin 51/69

SHAPE:
•**Typewriters.** April 7. E.S.B. 10883/69/J.

BOLIVIA

Bulletin 48/69

EMPRESA NACIONAL DE ELECTRICIDAD SA:
•**Pressure Tunnel Lining; Metal Structures; Crane; Steel Doors; Turbines; Generators.** (Further Information.) E.S.B. 6451/69/J.
MINISTERIO DE OBRAS PUBLICAS:
•**Construction of a Motorway.** (Further Information.) E.S.B. 8132/69/J.

BRAZIL

Bulletin 49/69

NATIONAL DEPARTMENT FOR HIGHWAYS AND ROADS:
Road Works. April 15. E.S.B. 39939/68/J.

BURMA

Bulletin 48/69

UNION OF BURMA RAILWAY BOARD:
•3s. **Hardening and Electroplating Salts.** April 7. E.S.B. 10612/69/J.
•3s. **Bolts; Tanks; Screws; Washers.** April 2. E.S.B. 10642/69/J.
•2s. **Jointing Compounds; Tank Plates.** April 7. E.S.B. 10643/69/J.
•2s. **Lead Wave; Lead Pig; Pig Iron.** April 7. E.S.B. 10647/69/J.
MYANMA EXPORT IMPORT CORPORATION:
•3s. **Lamps.** May 12. E.S.B. 10654/69/J.
•3s. **Pipe Fittings.** April 15. E.S.B. 10652/69/J.
MINISTRY OF DEFENCE:
•3s. **Dump Trucks.** April 12. E.S.B. 10653/69/J.

Bulletin 52/69

IRRIGATION DEPARTMENT:
•5s. **Drilling Equipment.** April 17. E.S.B. 11164/69/J.
•10s. **Geologist Tools and Instruments.** April 17. E.S.B. 11167/69/J.
PEOPLE'S BAWDWIN INDUSTRY:
•3s. **Automatic Sampler.** April 12. E.S.B. 11171/69/J.
•3s. **Bulldozer.** April 12. E.S.B. 11174/69/J.
•3s. **Dumper Truck.** April 12. E.S.B. 11175/69/J.
•3s. **Leather.** April 12. E.S.B. 11180/69/J.
PORT OF RANGOON:
•5s. **Electrical Stores.** April 5. E.S.B. 11161/69/J.

Bulletin 53/69

PEOPLES BAWDWIN INDUSTRY:
•5s. **Steel.** April 12. E.S.B. 11179/69/J.
•3s. **Submersible Pumps.** April 12. E.S.B. 11169/69/J.
•3s. **PH Meters.** April 12. E.S.B. 11172/69/J.
•3s. **Furnace.** April 12. E.S.B. 11176/69/J.
•3s. **Bolts, Nuts, Washers.** April 12. E.S.B. 11177/69/J.
•3s. **Galvanized Corrugated Iron and Ridgings.** April 12. E.S.B. 11178/69/J.
ELECTRICITY SUPPLY BOARD:
•3s. **Sheet Metal and Rods.** May 15. E.S.B. 11168/69/J.
•3s. **Iron and Steel.** May 15. E.S.B. 11173/69/J.
IRRIGATION DEPARTMENT:
•4s. **Laboratory Instruments; Metal Cradle.** April 17. E.S.B. 11165/69/J.
•3s. **Protective Clothing.** April 17. E.S.B. 11166/69/J.
PEOPLE'S OIL INDUSTRY:
•4s. **Welding Equipment.** April 29. E.S.B. 11162/69/J.
•2s. **Electrodes.** April 29. E.S.B. 11163/69/J.

CANADA

Bulletin 49/69

DEPARTMENT OF HIGHWAYS AND TRANSPORTATION:
•26s. **Construction of Bridge.** (Advance Information.) E.S.B. 10832/69/J.

Bulletin 51/69

TOWN OF PORT HAWKESBURY:
Water Supply and Treatment Plant. (Advance Information.) E.S.B. 11128/69/J.

CEYLON

Bulletin 48/69

CEYLON GOVERNMENT RAILWAY:
•12s. **Pig Iron.** (Further Information.) E.S.B. 8668/69/J.
CEYLON TRANSPORT BOARD:
•13s. **Plain and Corrugated Iron Sheets.** May 28. E.S.B. 10687/69/J.
DEPARTMENT OF HEALTH:
•38s. **Construction of a Sewerage Scheme.** (Further Information.) E.S.B. 10186/69/J.

Bulletin 52/69

DEPARTMENT OF GOVERNMENT ELECTRICAL UNDERTAKINGS:
Air Conditioning Plants. April 17. E.S.B. 11152/69/J.
DIRECTOR-LAND DEVELOPMENT:
Rock Crusher. April 11. E.S.B. 11154/69/J.
EASTERN PAPER MILLS, CORPORATION:
•26s. **Paper Making Machinery.** June 30. E.S.B. 11155/69/J.

CHILE

Bulletin 49/69

EMPRESA NACIONAL DE ELECTRICIDAD, SA:
•25s. **Transformer Bushings.** April 8. E.S.B. 10806/69/J.

CONGO, DEMOCRATIC REPUBLIC OF

Bulletin 49/69

DEPOT CENTRAL MEDICO-PHARMACEUTIQUE:
•4s. **Chemicals and Pharmaceuticals.** April 21. E.S.B. 10811/69/J.

COSTA RICA

Bulletin 51/69

PROVEEDURIA NACIONAL:
•1s. **Construction of Highway.** April 16. E.S.B. 11129/69/J.

Bulletin 53/69

CIVIL AVIATION DEPARTMENT:
Runway Extension; Radio and Radar Equipment. (Advance Information.) E.S.B. 9406/69/J.
INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
•23s. **Electric Lamps.** (Further Information.) E.S.B. 48893/68/J.

ECUADOR

Bulletin 48/69

GUAYAQUIL WATER BOARD:
•1s. **Construction of a Pumping Plant.** April 10. E.S.B. 10804/69/J.

EL SALVADOR

Bulletin 50/69

MINISTRY OF PUBLIC WORKS:
•1s. (In Spanish) **Construction of Roads.** April 9. E.S.B. 10960/69/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as* 500 *calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues costs only* £10 10s.

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin,** *Board of Trade, Room H.24, Hillgate House, 35, Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

GHANA

Bulletin 51/69
CENTRAL TENDER BOARD:
Construction of Hospital. April 11. E.S.B. 10899/69/J and 10900/69/J.

GREECE

Bulletin 49/69
MINISTRY OF TRADE:
*35s. **Television Transmitter and Communications Equipment.** April 9. E.S.B. 10831/69/J.

Bulletin 51/69
GREEK STATE RAILWAYS:
*10s. **Calcium Carbide.** April 15. E.S.B. 10863/69/J.

HONDURAS, REPUBLIC OF

Bulletin 48/69
EMPRESA NACIONAL DE ENERGIA ELECTRICA:
*91s. **Sub-stations.** (Further Information.) E.S.B. 8186/69/J.

INDIA

Bulletin 48/69
NEYVELI LIGNITE CORPORATION LTD.:
*15s. **Conveyor Belting.** Closing date postponed to March 27. E.S.B. 2965/69/J.
INDIA SUPPLY MISSION:
Proving Presses. April 14. E.S.B. 10688/69/J.
UP STATE ELECTRICITY BOARD:
Multifyre System. April 24. E.S.B. 10681/69/J.

Bulletin 49/69
BHARAT HEAVY ELECTRICALS LTD.:
*Steel. (Further Information.) E.S.B. 9709/69/J.
*Copper Rings. (Further Information.) E.S.B. 9727/69/J.

Bulletin 52/69
NATIONAL COAL DEVELOPMENT CORPORATION:
End-less Haulage. April 8. E.S.B. 11135/69/J.
BEAS PURCHASE ORGANIZATION:
*2s. **Industrial X-ray Machine.** (Further Information.) E.S.B. 4145/69/J.
*4s. **Welding Equipment.** (Further Information.) E.S.B. 4146/69/J.

IRAN

Bulletin 49/69
IRANIAN STATE RAILWAYS:
*11s. **Telephones, Telecommunications Equipment.** May 5. E.S.B. 10809/69/J.
*14s. **Pipes and Accessories.** April 16. E.S.B. 10810/69/J.

IRAQ

Bulletin 50/69
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
*65s. **Construction of Water Supply Scheme.** (Further Information.) E.S.B. 3916/69/J.

IRISH REPUBLIC

Bulletin 51/69
CORPORATION OF LIMERICK:
Traffic Signals. Closing date postponed to April 8. E.S.B. 3996/69/J.
DEPARTMENT OF TRANSPORT AND POWER:
Construction of Apron Extension. April 2. E.S.B. 11815/69/J.

Bulletin 52/69
ELECTRICITY SUPPLY BOARD:
*Steel Structures and Associated Equipment. May 7. E.S.B. 10885/69/J.

ITALY

Bulletin 52/69
MINISTERO DELLA DIFESA:
Steel Tanks. May 8. X.P. 263/69/J.

LIBYA

Bulletin 48/69
BARCE RECONSTRUCTION ORGANIZATION:
Hospital Movable Equipment. April 12. E.S.B. 10693/69/J.

Bulletin 51/69
BARCE RECONSTRUCTION ORGANIZATION:
Construction of Sports Complex. Closing date postponed to April 12. E.S.B. 5848/69/J.

MALTA

Bulletin 49/69
MALTA ELECTRICITY BOARD:
*9s. **Cable.** April 8. E.S.B. 10820/69/J.
TREASURY:
*Milk Bottles. April 10. E.S.B. 10821/69/J.

Bulletin 51/69
TREASURY:
*Fork-lift Trucks. April 3. E.S.B. 10876/69/J.
Traction Units. April 3. E.S.B. 10875/69/J and E.S.B. 10877/69/J.
*Steel Wire Mesh. April 17. E.S.B. 10879/69/J.
*Dairy Equipment. April 17. E.S.B. 10880/69/J.
*Fishing Nets. April 17. E.S.B. 10881/69/J.
*Crane. April 3. E.S.B. 10878/69/J.

MOZAMBIQUE

Bulletin 48/69
PORTS, RAILWAYS AND TRANSPORT DEPARTMENT:
Roller Bearings; Seals. April 7. E.S.B. 10697/69/J.
Steel Rods. April 16. E.S.B. 10700/69/J.
PUBLIC WORKS AND TRANSPORT SERVICES:
Water Supply Scheme. April 1969. E.S.B. 10802/69/J.
PORTS, RAILWAYS AND TRANSPORT DEPARTMENT:
Telephones and Equipment. April 14. E.S.B. 10698/69/J.
Trapezoidal and Transmission Belts. April 7. E.S.B. 10699/69/J.
Workshop Equipment. April 2. E.S.B. 10801/69/J.
NAMPULA MUNICIPALITY:
Pumping Sets. May 16. E.S.B. 10803/69/J.

NETHERLANDS

Bulletin 51/69
DIRECTORATE GENERAL OF WATERWAYS:
Construction of Road. April 8. E.S.B. 11114/69/J.

NEW ZEALAND

Bulletin 48/69
POST OFFICE HEADQUARTERS:
*10s. **Handles for Hand Tools.** April 3. E.S.B. 10648/69/J.

Bulletin 49/69
POST OFFICE HEADQUARTERS:
*5s. **Recording Meters.** April 8. E.S.B. 10805/69/J.

Bulletin 52/69
POST OFFICE HEADQUARTERS:
*6s. **Cable.** April 8. E.S.B. 11131/69/J.
*3s. **Wire.** April 11. E.S.B. 11132/69/J.
*3s. **Torch Cases.** April 10. E.S.B. 11133/69/J.
*3s. **Telegraph and Telephone Wire.** April 15. E.S.B. 11134/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 50/69
*18s. **Radio Transmitting/Receiving Equipment.** April 14. E.S.B. 10844/69/J.

SOUTH AFRICA

Bulletin 51/69
CAPE PROVINCIAL TENDER BOARD:
*3s. **Polystyrene Formers.** April 8. E.S.B. 10852/69/J.
*4s. **Stainless Steel Tables.** April 8. E.S.B. 10854/69/J.
*2s. **Tyres and Tubes.** April 8. E.S.B. 10850/69/J.
*4s. **Scissors.** April 11. E.S.B. 10851/69/J.
*3s. **Electric Fires.** April 8. E.S.B. 10853/69/J.

SUDAN

Bulletin 48/69
SUDAN RAILWAYS:
*2s. **Welding Sets.** April 10. E.S.B. 10660/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 51/69
PUBLIC ORGANIZATION FOR THE EXPLOITATION OF THE EUPHRATES BASIN:
Water Works. April 4. E.S.B. 10874/69/J.

TAIWAN

Bulletin 48/69
CENTRAL TRUST OF CHINA:
*1s. **Oxygen Plant and Workshop Equipment.** April 22. E.S.B. 10616/69/J.
*4s. **Highway Railway Motor.** April 2. E.S.B. 10629/69/J.

Bulletin 51/69
*6s. **Insulators.** May 7. E.S.B. 10887/69/J.
*2s. **Grinding Machine.** May 5. E.S.B. 10895/69/J.
*2s. **Pumps.** April 11. E.S.B. 10896/69/J.
*10s. **Hand Tools; Measuring Instruments.** April 14. E.S.B. 10898/69/J.
*3s. **Plug Valves.** May 8. E.S.B. 10888/69/J.
*1s. **Steel Plate and Angle.** May 6. E.S.B. 10889/69/J.
*4s. **Truck Mounted Crane.** May 5. E.S.B. 10890/69/J.
*1s. **Nickel Shot.** April 7. E.S.B. 11116/69/J.
*1s. **Steel Channels.** April 9. E.S.B. 11117/69/J.
*2s. **Motor Grader Blades.** April 9. E.S.B. 11118/69/J.

Bulletin 52/69
*7s. **Flow Meter.** April 7. E.S.B. 11142/69/J.

Bulletin 53/69
*3s. **Tyres and Tubes.** April 11. E.S.B. 11143/69/J.

THAILAND

Bulletin 48/69
DIRECTORATE OF AIR ENGINEERING:
*2s. **Milling Machine.** April 15. E.S.B. 10667/69/J.
THAILAND TOBACCO MONOPOLY:
*1s. **Cellulose Film.** April 10. E.S.B. 10645/69/J.
VOCATIONAL EDUCATION DEPARTMENT:
*57s. **Workshop Equipment.** May 1. E.S.B. 10663/69/J.
Aircraft Parts. April 10. E.S.B. 10669/69/J.

Bulletin 49/69
DIRECTORATE OF AIR ENGINEERING:
*4s. **Nibbling Machine.** April 3. E.S.B. 10665/69/J.
*4s **Lathe.** April 22. E.S.B. 10666/69/J.
*2s. **Sheet Metal Forming Machine.** April 8. E.S.B. 10668/69/J.

Bulletin 50/69
STATE RAILWAY OF THAILAND:
*1s. **Wheel and Axle Sets.** April 3. E.S.B. 10841/69/J.

TURKEY

Bulletin 50/69
SUMERBANK GENEL MUDURLUGU:
*Consultancy Services. April 3. E.S.B. 10843/69/J.

(*Continued on next page*)

Robert Hough

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Opportunities for exporters—Agency inquiries, market reports, etc.

Mr. L. H. Allwood (left), chairman of Crane Fruehauf Trailers Ltd., is greeted by Dr. Gabor Melei, director general of Hungarocamion Transport at a reception in London held recently by Hungarocamion Transport for British commercial interests. Mr. Ufhazy, Commercial Attache, Hungarian Embassy, is in the centre. Crane Fruehauf secured an order last year from Hungarocamion Transport for refrigerated van semi-trailers worth in excess of £250,000.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports etc. published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (The price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *extns.* 7016, 7017. *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA.*

ABU DHABI

Bulletin 53/69
Inquiry for air conditioners; building materials; cutlery; electrical household appliances; furniture; glassware and chinaware; kitchen utensils motor vehicles. E.S.B. 5595/69/J.

ANGOLA

Bulletin 50/69
Inquiry for electronic equipment. E.S.B. 11026/69/J

AUSTRALIA

Bulletin 48/69
Agency inquiry for office supplies. E.S.B. 9238/69/J.

Bulletin 50/69
Inquiry for truck and trailer equipment. E.S.B. 10994/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 50/69
9s. Inquiry for Cable. E.S.B. A/17/69/J.

Bulletin 51/69
Inquiry for thread rolling machine. E.S.B. S/25/69/J.
Inquiry for insulators. E.S.B. P/4/69/J.
Inquiry for benomyl systemic fungicide. E.S.B. S/24/69/J.

Bulletin 52/69
Inquiry for abrasives. E.S.B. S/26/69/J.

AUSTRIA

Bulletin 46/69
Agency inquiry for light fittings; radios; record players; tape recorders; television sets. E.S.B. 8423/69/J.

Bulletin 53/69
*Agency inquiry for furnishing fabrics; upholstery fabrics. E.S.B. 10455/69/J.
Agency inquiry for shirtings. E.S.B. 11601/69/J.

BAHAMAS

Bulletin 52/69
Inquiry for hardware. E.S.B. 11731/69/J.

BARBADOS

Bulletin 49/69
Inquiry for poultry processing plant. E.S.B. 10077/69/J

Bulletin 51/69
Inquiry for computer components; radios; record players; television sets. E.S.B. 31143/69/J.
Agency inquiry for braking systems; cranes. E.S.B. 10944/69/J.

Bulletin 52/69
Inquiry for laboratory tubing. E.S.B. 11671/69/J.

Bulletin 53/69
Agency inquiry for scientific and laboratory equipment. E.S.B. 10760/69/J.

BRAZIL

Bulletin 51/69
Agency inquiry for office supplies. E.S.B. 10968/69/J.

CANADA

Bulletin 48/69
Inquiry for purse frames. E.S.B. 10131/69/J.
1s. Inquiry for steel pipes. E.S.B. 10513/69/J
Inquiry for aluminium sheets. E.S.B. 10553/69/J.
Inquiry for bearings; hardware; oilseals. E.S.B. 10556/69/J.
Inquiry for fabrics. E.S.B. 10244/69/J.

Bulletin 49/69
Inquiry for sporting goods and leisure time products. E.S.B. 9001/69/J.
Inquiry for powered truck refuse equipment; tipper type truck equipment. E.S.B. 10599/69/J.
Inquiry for caravan equipment. E.S.B. 10926/69/J
Inquiry for riding equipment; saddlery. E.S.B 9107/69/J.
*Inquiry for hydraulic stretch-wrap forming machine. E.S.B. 9291/69/J.

Bulletin 50/69
Agency inquiry for stainless steel bars, coils and sheets. E.S.B. 10561/69/J.
Inquiry for clothing; knitwear. E.S.B. 10417/69/J.
Inquiry for wood pulp mill plant – further information. E.S.B. 9645/69/J.
*(a) 4s. (b) 4s. (c) 8s. Inquiry for air curtains; doors. E.S.B. 10134/69/J.
Inquiry for bedspreads and furnishing fabrics; floor coverings; office furnishings. E.S.B. 9161/69/J.

Bulletin 51/69
Inquiry for bed rail tubing; bedstead angles; mattress tape; tickings and rufia. E.S.B. 9766/69/J.
1s. Inquiry for electro pneumatic hammer. E.S.B. 10912/69/J.
Inquiry for ladies' wigs; men's hairpieces and accessories. E.S.B. 7887/69/J.

Bulletin 52/69
Inquiry for footwear; perfumes; women's outerwear. E.S.B. 10009/69/J.

Bulletin 53/69
Inquiry for closed circuit TV; camera and projectors; cartridges; sound reproduction equipment; studio mixer; turntables. E.S.B. 10059/69/J.

CANARY ISLANDS

Bulletin 51/69
Inquiry for potatoes. E.S.B. 11313/69/J.

CEYLON

Bulletin 50/69
Inquiry for stoving ovens. E.S.B. 11077/69/J.

CYPRUS

Bulletin 53/69
Inquiry for refrigeration plant and components. E.S.B. 9463/69/J.

CZECHOSLOVAKIA/GERMANY

Bulletin 49/69
Trade Agreement. E.S.B. 1209/G/J.

DENMARK

Bulletin 51/69
Inquiry for aluminium sheeting and tubing; handles; plastic sheeting; SP/O plates. E.S.B. 10704/69/J.
Inquiry for bath tubs. E.S.B. 10305/69/J.
Agency inquiry for lamps. E.S.B. 9770/69/J.

EL SALVADOR

Bulletin 51/69
Inquiry for texturizing machinery. E.S.B. 29720/68/J.

ETHIOPIA

Bulletin 50/69
Inquiry for steel drum and tin can producing machinery; tinplate. E.S.B. 10981/69/J.

FINLAND

Bulletin 49/69
Agency inquiry for disposable products; dish-washing machines. E.S.B. 10419/69/J.

Bulletin 50/69
Agency inquiry for nappa and suede; tie fabrics E.S.B. 10052/69/J.

FRANCE

Bulletin 48/69
Market report on toys. E.S.B. 4017/69/J.
Agency inquiry for machines for opening, shaping and filling cartons and cases. E.S.B. 10366/69/J.
Agency inquiry for change machines; coin operated dispensers; gas making equipment; hand-driers; sorting and counting machines. E.S.B. 8739/69/J.

Bulletin 50/69
Inquiry for mats; undertrays. E.S.B. 10299/69/J.
Agency inquiry for circular saws. E.S.B. 8630/69/J.
Agency inquiry for flooring. E.S.B. 10514/69/J.
*4s. Inquiry for air gap commutators. E.S.B. 11068/69/J.

Bulletin 52/69
Inquiry for biscuits; chocolates; confectionery. E.S.B. 11374/69/J.

FRANCE/TURKEY

Bulletin 49/69
Trade and financial arrangements. E.S.B. 1209/G/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 48/69
Inquiry for beverages; clothing and accessories; cosmetics; foodstuffs; household goods supermarket goods. E.S.B. 39293/68/J.

Bulletin 49/69
Inquiry for curling sports equipment. E.S.B. 5746/69/J.
Import opportunity – ice cream mix. E.S.B. 1209/G/J.
Agency inquiry for radial drilling machines. E.S.B. 9623/69/J.

Bulletin 50/69
Agency inquiry for hospital equipment. E.S.B. 10935/69/J.
Inquiry for foodstuffs. E.S.B. 10549/69/J.
Inquiry for machine tool parts. E.S.B. 9610/69/J.
Market report on do-it-yourself articles and garden tools. E.S.B. 9998/69/J.

(Continued on page 866)

A consignment of Dowty Dowmax hydraulic motors being crated for despatch to Scandinavia. This is the first consignment to leave Boulton Paul Aircraft's Wolverhampton factory and is part of a £75,000 per annum order for Dowmax motors which will power new hydraulically driven earth-moving vehicles.

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One of the ways in which the International Trade Centre UNCTAD/GATT helps developing countries is that of a 'Trade Promotion Advisory Service'. The Centre's Trade Promotion Advisers visit developing countries on request for the purpose of helping them to establish official export promotion services, or to improve existing services. The Advisory Service also covers problems such as that of dealing with the disposal of a particular crop in difficult circumstances.

Further information may be obtained from the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

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MARCH 1

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Inquiry for glue; paint; spraying equipment; wallpapers. E.S.B. 11391/69/J.
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Inquiry for hats; headsquares and scarves; ties. E.S.B. 8849/69/J.
Agency inquiry for chemicals and intermediates. E.S.B. 10298/69/J.

Bulletin 52/69
Inquiry for core barrel; drill. E.S.B. 9628/69/J
Inquiry for cutting and welding machines and ancillary equipment. E.S.B. 10481/69/J.
Inquiry for rubber. E.S.B. 11564/69/J.
Agency inquiry for yarns E.S.B. 6294/69/J.
Inquiry for painters' requisites. E.S.B. 47968/68/J.
Market report on scientific instruments E.S.B. 10541/69/J.
Inquiry for sheepskins. E.S.B. 10678/69/J.

GHANA

Bulletin 49/69
Agency inquiry for asbestos sheets; biscuits; roofing felt; toys and games; wire netting; woollen suitings. E.S.B. 9978/69/J.

GUYANA

Bulletin 48/69
Agency inquiry for bolts and nuts; machinery for making wire netting and chain link fencing; wire. E.S.B. 5990/69/J.

GUATEMALA

Bulletin 53/69
Agency inquiry for concrete vibrators; electrical generating equipment; pumps. E.S.B. 43188/68/J.

HONDURAS, REPUBLIC OF

Bulletin 52/69
Inquiry for pasteurization plant. E.S.B. 11329/69/J.

HONG KONG

Bulletin 49/69
Inquiry for ostrich skins. E.S.B. 6336/69/J.
Agency inquiry for knitwear. E.S.B. 10515/69/J.

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Inquiry for rebuilt diesel engines. E.S.B. 11629/69/J.

Bulletin 53/69
Inquiry for tinned peas. E.S.B. 7197/69/J.

INDIA

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Inquiry for furnace installation; steel production and laboratory machinery. E.S.B. 9943/69/J.

Bulletin 51/69
Inquiry for zinc. E.S.B. 9768/69/J.
*25a. Inquiry for dredger. E.S.B. 10748/69/J.

IRISH REPUBLIC

Bulletin 48/69
Inquiry for rainwear fabrics. E.S.B. 7778/69/J.

Bulletin 49/69
Visits by British overseas commercial representatives. E.S.B. 6865/66/J.

Bulletin 51/69
Agency inquiry for blankets; towels; woollen piece goods. E.S.B. 10598/69/J.

ISRAEL

Bulletin 48/69
Agency inquiry for metals and metal working machinery; plastic making machinery. E.S.B. 9906/69/J.
Agency inquiry for closed circuit television systems; electronic and electrical equipment; paging and call systems; receivers and transmitters. E.S.B. 9690/69/J.

Bulletin 49/69
Agency inquiry for metal sheets; rods, tubes and profiles; plastic industry raw materials. E.S.B. 7982/69/J.
Agency inquiry for hotel and catering equipment. E.S.B. 10470/69/J.
Agency inquiry for building block, technical assistance; stone crushing and ancillary machinery; screening equipment. E.S.B. 9979/69/J.

Bulletin 50/69
Agency inquiry for grinders; metal working machinery. E.S.B. 10532/69/J.

Bulletin 53/69
Agency inquiry for wall tiles. E.S.B. 11664/69/J.

ITALY

Bulletin 48/69
Agency inquiry for insulation materials; refrigeration equipment; steel and concrete prefabricated systems; trolleys. E.S.B. 9199/69/J.
Agency inquiry for smoke signals. E.S.B. 10394/69/J.
Inquiry for electro-medical equipment; medical supplies and equipment. E.S.B. 10526/69/J.
Manufacture under licence – cosmetics. E.S.B. 10388/69/J.
Manufacture under licence – effluent control and water treatment plants. E.S.B. 10375/69/J.
Manufacture under licence – polythene bags and packings; closure systems for polythene bags. E.S.B. 10506/69/J.
Inquiry for artificial kidney machines; light bulbs. E.S.B. 9632/69/J.

Bulletin 49/69
Manufacture under licence – electronic components; paging systems. E.S.B. 10528/69/J.
Inquiry for lathe. E.S.B. 10509/69/J.
Agency inquiry for clothing. E.S.B. 8871/69/J.
Inquiry for fish. E.S.B. 10547/69/J.
Agency inquiry for dial indicator stands; electronic measuring instruments; micrometers. E.S.B. 6551/69/J.
Inquiry for fabrics. E.S.B. 10485/69/J.

Bulletin 50/69
Inquiry for lace; sewing threads; underwear material. E.S.B. 11373/69/J.
Agency inquiry for grinding machinery. E.S.B. 9644/69/J.
Inquiry for industrial mixers; pumps. E.S.B. 10555/69/J.
Inquiry for detection equipment; geiger counters. E.S.B. 6295/69/J.
Inquiry for valves. E.S.B. 6167/69/J.
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Agency inquiry for kaolin. E.S.B. 10551/69/J.
Manufacture under licence – bus body parts and accessories. E.S.B. 10552/69/J.

Bulletin 51/69
Inquiry for electrodes; filaments; glass bulbs. E.S.B. 10554/69/J.
Inquiry for scientific instruments. E.S.B. 46002/68/J.
Manufacture under licence – textile and knitting machinery. E.S.B. 10489/69/J.
Manufacture under licence – air-cooling systems and fans; heat exchangers. E.S.B. 11080/69/J.

Bulletin 52/69
Inquiry for adhesives; glass glazing machines. E.S.B. 10568/69/J.
Inquiry for fabrics. E.S.B. 10540/69/J.
Agency inquiry for steam pressure machines. E.S.B. 10505/69/J.
Agency inquiry for plastic materials working machinery; regenerated silicone rubbers; staple wire. E.S.B. 11324/69/J.
Inquiry for ball bearings; couplings; speed gears. E.S.B. 11640/69/J.

ITALY/PAKISTAN

Bulletin 49/69
Trade Agreement. E.S.B. 1209/G/J.

ITALY/PORTUGAL

Bulletin 49/69
Trade Agreement. E.S.B. 1209/G/J.

JAMAICA

Bulletin 52/69
Inquiry for laundry equipment. E.S.B. 11730/69/J.

JAPAN

Bulletin 49/69
Inquiry for crease removing spray; knitwear; piecegoods; sheep skins; velvet ribbon. E.S.B. 10971/69/J.
Agency inquiry for handicraft and craft articles; jewellery; leather goods. E.S.B. 8995/69/J.

Bulletin 50/69
Inquiry for leather. E.S.B. 10010/69/J.

Bulletin 53/69
Agency inquiry for pipes and other smoking accessories. E.S.B. 10970/69/J.

KENYA

Bulletin 52/69
Agency inquiry for collar fusing machines; shirtings. E.S.B. 663/69/J.

KUWAIT

Bulletin 53/69
Agency inquiry for chemicals. E.S.B. 1183/69/J.

LIBERIA

Bulletin 49/69
Inquiry for bottles. E.S.B. 10979/69/J.

LIBYA

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Inquiry for beds; canned foods; clothing; groceries; holloware; kitchen gadgets; swimsuits. E.S.B. 8406/69/J.
Inquiry for carpets; furniture. E.S.B. 48555/68/J.

Bulletin 51/69
Inquiry for embroidery materials; needles; patterns, etc. E.S.B. 9424/69/J.

LUXEMBOURG

Bulletin 50/69
Inquiry for earthenware. E.S.B. 11560/69/J.

MALAWI

Bulletin 50/69
Inquiry for cloths; urns. E.S.B. 8259/69/J.

MALAYSIA

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Inquiry for women's garments. E.S.B. 10456/69/J.
Agency inquiry for knitwear; menswear and accessories. E.S.B. 7226/69/J.

Bulletin 49/69
Inquiry for biscuit manufacturing machinery. E.S.B. 10782/69/J.

Bulletin 50/69
Inquiry for boiler. E.S.B. 10993/69/J.

Bulletin 51/69
Agency inquiry for steel wire rope. E.S.B. 10977/69/J.

Bulletin 52/69
Inquiry for fountains. E.S.B. 7287/69/J.

MALTA

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Inquiry for filament lamps; hooks; plumbing fittings. E.S.B. 9646/69/J.

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Agency inquiry for paper products; plastic cups and containers. E.S.B. 10075/69/J.

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Agency inquiry for handbags; sports shirts; swim wear; women's clothing. E.S.B. 4018/69/J.

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Inquiry for hand beading; ornamental metalwork machinery; steam presses; tapestry; upholstery equipment; woodworking machinery. E.S.B. 8262/69/J.

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Inquiry for agricultural hand tools; fishing tackle; hardware; plastic goods. E.S.B. 4076/69/J.

MAURITIUS

Bulletin 49/69
Inquiry for Crown seals machinery and materials. E.S.B. 10423/69/J.

MEXICO

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Inquiry for chemical fertilizers; chemical and sugar industry instruments. E.S.B. 9428/69/J.
Manufacture under licence – pipe protective coatings. E.S.B. 981/69/J.

Bulletin 50/69
Manufacture under licence – tennis and golf balls. E.S.B. 10770/69/J.

MOROCCO

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Inquiry for rectifying machines. E.S.B. 10519/69/J.

NETHERLANDS

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Inquiry for hi-fi equipment. E.S.B. 10724/69/J.

Bulletin 52/69
Inquiry for exhausts; car testing equipment. E.S.B. 10372/69/J.

NEW ZEALAND

Bulletin 48/69
Agency inquiry for cutlery. E.S.B. 9276/69/J.

Bulletin 50/69
Inquiry for animal health products; chemicals; medical products. E.S.B. 9633/69/J.
Inquiry for encoders; motors. E.S.B. 10952/69/J.

NIGERIA

Bulletin 48/69
Agency inquiry for suspended ceiling systems. E.S.B. 6397/69/J.

Bulletin 50/69
Inquiry for carpet-making machinery. E.S.B. 9939/69/J.

NORWAY

Bulletin 52/69
Agency inquiry for garage equipment. E.S.B. 10903/69/J.

PAKISTAN

Bulletin 53/69
Inquiry for grain silos. E.S.B. 19119/69/J.

POLAND/CUBA

Bulletin 49/69
Trade Agreement. C.R.E. 26069/G/J.

PORTUGAL

Bulletin 52/69
Agency inquiry for refrigeration units. E.S.B. 11345/69/J.

PUERTO RICO

Bulletin 49/69
Inquiry for biscuits; confectionery. E.S.B. 10243/69/J.

SIERRA LEONE

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Inquiry for building materials; motor spare parts and accessories. E.S.B. 4625/69/J.

SINGAPORE

Bulletin 50/69
Agency inquiry for clothing; fabrics; jewellery; kitchenware; piece-goods. E.S.B. 4665/69/J.

Bulletin 52/69
Inquiry for wrapping paper; hotel and restaurant paper napkins. E.S.B. 11504/69/J.

Bulletin 53/69
Inquiry for furnace. E.S.B. 10985/69/J.

SOUTH AFRICA

Bulletin 51/69
Agency inquiry for furnishing and upholstery fabrics. E.S.B. 10439/69/J.

SPAIN

Bulletin 49/69
Inquiry for magnetic plate. E.S.B. 10571/69/J.

Bulletin 50/69
Manufacture under licence – concrete removing and diecasting stripping products; petroleum lapping compounds; oils. E.S.B. 10078/69/J.

SWEDEN

Bulletin 49/69
Agency inquiry for cages. E.S.B. 10510/69/J.

Bulletin 50/69
Agency inquiry for resistance thermometers and temperature measuring devices; thermocouples. E.S.B. 8815/69/J.
Agency inquiry for car lifts. E.S.B. 10486/69/J.

Bulletin 51/69
Agency inquiry for polypropolene cloth. E.S.B. 10002/69/J.
Agency inquiry for plastic tubes and bottles. E.S.B. 9622/69/J.

Bulletin 53/69
Agency inquiry for footwear. E.S.B. 48598/68/J.

SWAZILAND

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Inquiry for crankshaft grinding machine and boring bar. E.S.B. 10421/69/J.

Bulletin 51/69
Inquiry for flex. E.S.B. 8008/69/J.

SWITZERLAND

Bulletin 49/69
Inquiry for heat processing equipment. E.S.B. 8515/69/J.
Inquiry for hi-fi equipment. E.S.B. 10530/69/J.

Bulletin 50/69
Inquiry for electronic components. E.S.B. 2597/69/J.
Inquiry for boots; jackets. E.S.B. 5067/69/J.
Manufacture under licence in Britain – mobile trench revetment rig. E.S.B. 8599/69/J.

Bulletin 51/69
Agency inquiry for gramophone equipment; hi-fi equipment; loud speaker boxes; radio sets and equipment; tape recorder. E.S.B. 8649/69/J.

Bulletin 52/69
Inquiry for glass manufacturing plant; welding electrode plant; galvanizing plant; electric wire plant; sugar preparation plant; foundry equipment; furnaces. E.S.B. 9031/69/J.
Inquiry for plastic surfaced peg board. E.S.B. 11363/69/J.
Agency inquiry for gloves. E.S.B. 11386/69/J.

TRINIDAD/TOBAGO

Bulletin 50/69
Inquiry for glass jars. E.S.B. 11066/69/J.

Bulletin 53/69
Inquiry for women's fashion shoes. E.S.B. 7660/69/J.

UGANDA

Bulletin 52/69
Agency inquiry for copy and transfer paper. E.S.B. 11520/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 49/69
Inquiry for glass producing plant. E.S.B. 9626/69/J.

Bulletin 50/69
Inquiry for machinery for making stockings. E.S.B. 10969/669/J, E.S.B. 10972/69/J, E.S.B. 11321/69/J.

UNITED STATES OF AMERICA

Bulletin 48/69
Inquiry for confectionery and speciality foods. E.S.B. 9953/69/J.
Inquiry for household linen, towels and blankets; pillows. E.S.B. 7228/69/J.

Bulletin 49/69
Inquiry for artifacts; china; foodstuffs; household goods; jewellery; leather goods; sweaters and scarves. E.S.B. 10389/69/J.
Agency inquiry for cable and cable connectors; circuit breakers; communication equipment; sub-station equipment; generating equipment and accessories; transformers and insulators. E.S.B. 9614/69/J.
Packaging machinery show, Detroit. E.S.B. 1216/G/J.

Bulletin 50/69
Agency inquiry for giftware; housewares; men's toiletries. E.S.B. 10737/69/J.

Bulletin 51/69
Inquiry for transformer parts. E.S.B. 7215/69/J.
Inquiry for slitting lines. E.S.B. 11511/69/J.

YUGOSLAVIA

Bulletin 49/69
Inquiry for condenser paper; plastic piping. E.S.B. 9417/69/J.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices "*... essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*" – *The Times* Monthly **5s.** (*by post* **5s. 6d.**). Annual subscription **£3 6s.** including postage.

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40 King Street West, Manchester M3 2NX	Telephone: 832 6411	Telex: 66659

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published on page viii of March 14 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page* 554 *of the February* 21 *issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.*4 *(Tel.* 01-248 5757).

Robertson extend operations in Middle East

BECAUSE of the vast potential market in the Middle East H. H. Robertson (UK) Ltd., Ellesmere Port, Cheshire, who have up to now only employed agents in the area, have established Mr. Alan Tompkins as a sales representative using Beirut as his base. He will spend the first three months touring the area visiting existing and potential customers with a film 'Robertson Galbestos' and a small exhibition; meeting existing agents and investigating the possibilities of employing new ones in hitherto untapped markets and to finalize details on various contracts.

Mr. Tompkins will call at Iraq, Iran, Kuwait, Saudi Arabia, Bahrain, Abu Dhabi and the Lebanon. He will be joined next month by Mr. John Harrop, general manager, export division of the firm, who will visit Iran, Kuwait and Saudi Arabia to finalize negotiations on various contracts and to complete arrangements for new Robertson agents in those countries.

Robertson's chief export is Galbestos roof and wall cladding. Between 40-50 per cent of total production at their Ellesmere Port factory goes overseas to clad buildings all over the world.

18,000-mile sales boost tour

CURRENTLY on an 18-day sales-boosting tour of Nigeria, Kenya and South Africa, are two executives from Frank Knowles & Co., textile machinery merchants of Oldham, Lancs., part of the J. H. Peck & Co. group, also of Oldham. Mr. L. David Brown, chairman, and Mr. Kenneth Fisher, a director, have left on an 18,000 mile tour.

First stop will be Lagos and then the sales team will travel on to Nairobi and Johannesburg. The aim of the visit is to increase still further exports of second-hand textile machinery to these markets.

Four weeks tour of North America

MR. J. R. TRACY, managing director of the newly formed International Sales and Marketing Division of the F. Pratt Engineering Corporation Ltd., has left on a four-week tour of Canada and the United States.

Follow-up visit

FOLLOWING up the successful introduction of Alco invisible zip fasteners to the American and Canadian retail market through Coats & Clark of New York and J. & P. Coats of Montreal, Mr. A. M. (Bill) Ross-Smith, managing director of British Alcozip Limited, is to visit Montreal, Toronto and New York. He plans to appoint distributors to handle the zips to quality makers up of women's and children's wear in the United States and Canada.

Since devaluaton sales have soared in all export markets accounting for more than 50 per cent of the company's output from the factory in Tonbridge, Kent.

Market assessment in the Caribbean

MR. FREDERICK WORTH, export director of Hillspan – the Hill Construction Company (Engineers) Ltd. of Southampton, has left for the West Indies to make an on-the-spot assessment of the Caribbean area as a market for industrial buildings. For Mr. Worth, this 10,000-mile round trip is his 85th export mission in under three years. Countries he has visited so far include Malta, Norway, Denmark, Iceland, Spain and the Common Market countries. The firm's export orders are now running at seven times the rate they were two years ago.

Argentine and Uruguay visit

A THREE weeks tour of the Argentine and Uruguay during June is being planned by Mr. W. Fisher of English Exporters (London) Ltd., of Baker Street, London, W.1 to introduce new export lines.

Sales drive

MR. W. B. LANE, chairman and managing director of Rapid Magnetic Limited, Birmingham 12, England, is visiting Africa in an endeavour to promote further sales of Electrostatic Separator for up-grading tea. In South Africa he will visit the main industrial centres also the main ore mining areas, seeking further applications for the firm's mineral separators.

Mr. Lane will then begin an extended tour taking in India, Ceylon, Burma, Thailand, Malaysia, Philippines, Indonesia, Australia, America and Canada.

The firm, through its network of representatives exports over half the output of their products.

Agency negotiations in Europe

MR. GEOFFREY CROSLAND DARRICOTTE, export marketing manager of William Crosland Ltd., Stockport, has recently returned from Denmark where he has been negotiating agency agreements and carrying out market surveys. He plans a further tour this month including a return visit to Copenhagen and a programme of visits in Western Germany.

The company, who are engineers to the paper and board converting industry, are reorganizing their sales agency agreements in Europe as the next step in their drive for further increased exports. The move is consequent upon the introduction on the Continent of their fully automatic cutting, creasing and embossing presses used in the carton-making industry.

Dunlop sports company increase United States exports

MR. TONY CARTER, marketing director of Dunlop Sports Company has recently returned from a seven-day visit to the United States. He reports that exports of Dunlop sports products to the United States in 1968 increased in value by 31 per cent over the previous year, and a further increase of 20 per cent is expected in 1969. The Dunlop Company in Buffalo has its own factories in the United States manufacturing golf balls and golf clubs but Dunlop tennis balls and rackets are exported from this country.

While in America Mr. Carter spent three days at the National Sporting Goods Association's Trade Show at Houston, Texas, which proved to be the largest ever, and where he had the opportunity of viewing most of the world's sports products shown by 1,100 exhibitors.

Two executives of Associated Biscuits Limited seen discussing their itinerary before leaving on a world sales tour. They are Mr. David Lodge, (seated) general export manager, and Mr. Peter Ainsley, regional export sales manager. They go together to Singapore, Kuala Lumpur and Hong Kong. Then at Hong Kong their itineraries take them in opposite directions. Mr. Lodge flies to Taipei and Manila and on through South-East Asia which includes visits to Borneo, Djakarta and Bangkok. Mr. Ainsley flies to Tokyo then on to Vancouver, Calgary and Edmonton.

Sales drive in United States

GREENGATE AND IRWELL RUBBER CO., LTD., the Manchester based member of the Slater, Walker Group, are embarking on an overseas sales drive which will take Mr. K. F. N. Carberry, the export sales manager, to New York where the firm is taking part in the National Association of Men's Sportswear Buyers Exhibition. On show there they will include 'Lumagard' a new phosphorescent fabric that was introduced in Great Britain early this year with success. The fabric glows in the dark and is being made up into safety clothing by the garments division of the company.

Three months sales tour

MR. A. ELWYN OWEN, international sales director of Cybernetic Developments Limited, manufacturers of language learning equipment, is on a three months sales tour of Italy, Greece, Turkey and the Middle East. He will visit institutions where 'Cybervox' language laboratories have already been installed, have discussions with existing and prospective sales and servicing representatives and agents, as well as being available for discussions with teachers and educational authorities on all aspects of language teaching equipment and technology. Mr. Owen will call in Rome, Tripoli, Benghazi, Amman, Kuwait, Beirut, Riyadh, Jiddah, Qatar, Abu Dhabi, Shiraz, Isfahan, Tehran, Baghdad, Ankara, Istanbul and Athens.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion on this page.

£100,000 order from Iranian chemical company

Acalor (1948) Ltd., of Crawley, Sussex, have obtained a £100,000 order from the Shahpur Chemical Company of Iran, for the supply of materials and on-site supervision for a lining system basesd on sprayed natural rubber and carbon brick to be used for an attack tank, the heart of a 450 tons per day phosphoric acid plant in the £60 million fertilizer plant now under construction in Shahpur.

Air system for Danish liner

Carrier Engineering Company Limited, of London, are to provide their 'Marinair' air conditioning system for a 12,500-ton Danish passenger cruising liner, being built in Britain for K/S Nordline A/S of Hedensted, Denmark, by Vickers Limited Shipbuilding Group, Barrow-in-Furness.

All-time record

Sales of Newman electric motors in the United States and Australia for last month reached an all-time record, the company has announced. Compared with last January the number of motors sold is up more than 30 per cent in the States and over 70 per cent in Australia.

Two million tins sold in seven weeks

In the first seven weeks of 1969 Humbrol, the Hull enamel manufacturers, have logged export sales of more than 2,000,000 tins of modelling enamel – a new record. Principal customers are Australia, Belgium, Canada, Germany, Italy, Japan, Netherlands and Sweden.

Ten years ago the firm's total annual exports of modelling paints were 600,000 tins. Now they export to more than 80 countries.

Marine gauge order

The Light Products Division of Whessoe Ltd., of Darlington, have announced orders for their recently introduced 2016/99 gauge for seven product tankers, four of 17,000 tons and three of 24,000 tons are being built in Antwerp for J. Stolt-Nielsen A/S of Norway. The value of the order is nearly £90,000.

Pumps for Middle East oilfields

Repeat orders worth £150,000 have been won by Mather & Platt Ltd., Manchester, for the supply of pumps for oil pipelines in the Middle East. Two of the pumps on order are for Iraqi oilfields, the others for Kuwait.

Fuel injection equipment for Rumania

Bryce Berger Limited of Gloucester have recently secured a repeat order valued at £46,000 from Masinimport of Bucharest for the supply of fuel injection equipment for rail-traction diesel engines to be built in Rumania.

British boilers for Libyan sports centre

Allen Ygnis Boilers Ltd., Tipton, Staffs, have received an order to supply model '606' oil-fired hot water boilers for Stage 2 of Tripoli Sports City in the Kingdom of Libya, North Africa. Due for completion next year in time for the 1970 Pan-Arab Games, the Sports City incorporates facilities for a wide variety of sports to Olympic standards and includes large athletic stadiums, football grounds, gymnasia, stands for tennis, basket ball and volley ball, cycle tracks, rifle ranges, sports halls and swimming and diving pools. Provision has also been made for golf, rowing and sailing.

British marine equipment for Brazil

The first consignment of a £¼ million order from Brazil for stern gear, lineshaft bearings and seals will leave the Glacier Metal Company's Jarrow-on-Tyne factory and the Universal Metallic Packing Company's factory at Bradford for South America during February.

The order was secured jointly by the two companies, both members of the Associated Engineering Group. The equipment will be installed in 24 fast cargo vessels, each of 12,000 d.w.t., which are being built in Brazil by Ishikawajima do Brasil Estaleiros, Verolme Estaleiros Reunidas do Brasil, and Companhia Comercio e Navegacao.

Export order for aircraft equipment

Rosemount Engineering Company Limited of Durban Road, Bognor Regis, Sussex, have received an order worth nearly £40,000, from Germany, to supply Total Temperature Sensors Type 102ZY. Total Temperature Sensors are used on aircraft to obtain an accurate measurement of the outside air temperature, properly corrected for the frictional heating induced by the motion of the aircraft itself. This information is essential for the computation of the airspeed and Mach number. The Model 102ZY, which has a built-in de-icing facility, can be used up to Mach 3.

Delivery is due to commence at the end of February and will be completed by August.

A spokesman for the company stated that with the increased export sales drive in Europe and other markets, orders so far received from abroad this year are well ahead of those of last year. The company is promoting strongly its industrial temperature instruments, particularly for applications in power stations and several countries have already shown considerable interest in this equipment.

Westrex projector selling well abroad

Following the introduction in the United Kingdom of their new 35/70 mm cinema projector and sound system, the Westrex Export Division report buoyant sales in the overseas territories.

Three units (including one for a major cinema on the Champs Elysees, Paris) have been sold to France: six units for Hong Kong and a second Dual 35/70 projector is now on its way by sea to Manilla in the Philippines. In addition Westrex in London have supplied five Dual 35/70 projectors to the United States.

The Westrex Export Division also report outstanding success with their range of telecommunications equipment. Their range of page printers have been supplied recently to: Sweden, Belgium, Portugal whilst new high speed Inktronic printers have been sold to both Denmark and Holland.

£200,000 pumps order

Orders for power station equipment worth £200,000 have recently been won by Mather & Platt Ltd., Manchester. Pumps and motors to the value of over £105,000 have been ordered for the Tsing Yi Power Station, Hong Kong. a £22,500 order has been won from Canada, for pumps and motors for a new power station, and a £72,000 order has been won for the supply of boiler feed pumps for the Corregado Power Station in Portugal.

Record pharmaceutical exports

Exports of pharmaceutical products reached a record £97.3 million in 1968, compared with £80 million in 1967, which was also a record year. Making the announcement the Association of the British Pharmaceutical Industry pointed out that the new record figure does not include exports by parcel post which represents a substantial proportion of business in the low-hulk, high-value field.

Smelter contract for Yugoslavia

The Power-Gas Corporation Limited, of Stockton-on-Tees, England (a member of the Davy-Ashmore Group), has been awarded the main contract for a zinc/lead producing complex to be built for Topilnica za Cink i Olovo 'Zletovo' at Titov Veles in Macedonia, Yugoslavia.

The value of the contract for engineering and the supply of equipment and supervisory services is approximately £5½ million.

Cycle industry's export record

With December's export figures still to come, the British cycle and motor cycle industry have announced that it will establish an export record in 1968 for the fifth year in succession. During the 11 months for which figures are available, motor cycle manufacturers increased their exports by 29.5 per cent from £11,552,658 in 1967 to £14,980,712 in 1968, an increase of £3,428,054. Bicycle manufacturers, whose exports declined in the five years 1963/67, were rewarded by a 15.6 per cent increase during the some 11 months, from £6,402,474 in 1967 to £7,434,158 in 1968.

The United States remains the biggest customer for both power and pedal machines. Other markets include Canada, Mexico, Nigeria, Ceylon, Jamaica, Denmark, Italy, Pakistan, Norway, Iran, Bolivia, Libya, Sudan, Tanzania, Zambia, and New Zealand.

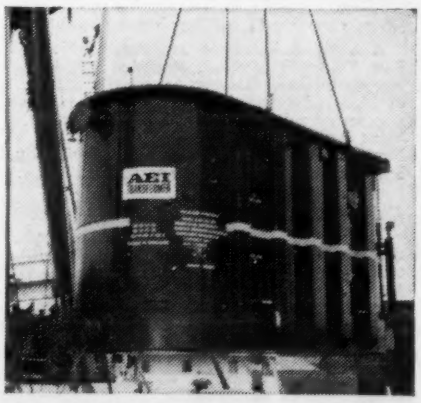
Nigerian electrical equipment order

GEC Overseas Services Limited, a subsidiary of GEC, has received an order for $250,000 approximately, from the Ford Foundation. This contract, covering 466 items, is for the complete installation material from power cables to Osram lamps for the International Institute of Tropical Agriculture, Apapa, Nigeria.

Crude oil heater for Danish refinery

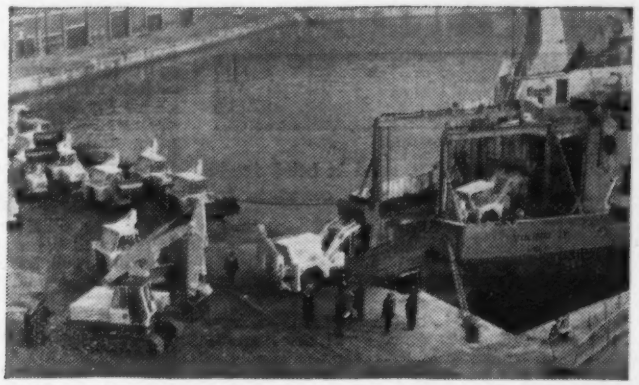
Birwelco Limited has completed a £115,000 contract to design, supply and erect a new crude oil heater, together with all external pipework for process and utility services, in the Dansk Esso A/S refinery at Kalundborg, Denmark.

(*Continued on next page*)



One of two GEC-AEI Transformers Limited 330 kV shunt reactors recently delivered to the Niger Dams Authority, Nigeria, for installation at the Jebba and Oshogbo substations, part of the Kainji Development System. The reactor is being loaded at Liverpool on board m.v. 'Fourah Bay', Elder Dempster Lines.

Cumbungie, a fast-growing weed and menace to Australian farmers, is strangling the cotton fields in the Wee Waa of New South Wales by choking a vast network of irrigation channels. General contractors Williams & Dale of Coffs Harbour, have surpassed all previous methods to clear the weed by using a HY-MAC 610 wheeled all-hydraulic excavator, equipped with an extra long dipper arm and special ditch-cleaning bucket. In addition to digging out the weed by the roots, silt and clay is also extracted from the channels.



Thoresen Car Ferries' 'Viking IV', sailing from Southampton bound for Le Havre crammed with nearly 100 massive excavators and loaders made by the JCB organization of Rocester, Staffordshire. The shipment was only part of the total order from Manubat SA of Paris, which is worth £1.2 million. Shortly afterwards a similar size load was shipped out also by 'Viking IV'. The size of the order, which is for 300 excavators, made it necessary for JCB to charter 'Viking IV' for the shipment of this load. This has been done to ensure that the company meet their export delivery date.

Higher exports in 1968

General Refractories Limited, the Sheffield manufacturer of refractories, report a rise in excess of 80 per cent in the value of export orders won during 1968, compared with the previous year. Part of this upsurge is reflected in the 30 per cent increase in export despatches during last year, while the balance will be effected during 1969.

Johannesburg City Council order more British computer equipment

International Computers Ltd. announce that Johannesburg City Council is increasing its investment in the ICL 1900 Series of computers by a £440,000 order for new equipment which brings the value of their configuration to £630,000. Next year, the present ICL 1904 central processor will be replaced by a powerful dual processor 1907F system. Additional peripheral equipment to work with the new central processor has also been ordered.

Stern gear for £1 million luxury yacht

A contract has been awarded to Slack and Parr (Marine) Limited, precision engineers of Kegworth, near Derby, to supply a twin set of stern gear for a £1 million 123 ft. luxury auxiliary yacht specially designed for a New York owner.
York owner. The order was placed by Philip L. Rhodes, Inc., naval architects of New York.

Colour TV for Austria

A £110,000 order has been announced by the Pye Group (Radio and Television) Limited of Cambridge. Following a series of visits to Vienna, the company have achieved what they claim as the biggest overseas order yet for British colour television receivers – £90,000 worth – secured through the firm's Austrian distributors. In addition, there is a £20,000 order for monochrome TV sets. All the receivers will be made at the Group's Lowestoft, Suffolk, factory.

TV equipment for Sweden

The Broadcast Division of Rank Precision Industries Limited has been awarded a further £100,000 order from the Swedish Broadcasting Corporation for Cintel 16mm and 35mm colour firm scanning equipment. The company has already supplied equipment for the new television centre in Stockholm but this is the first 35mm colour film scanning unit supplied and brings the total of the orders to over £360,000.

Largest export order for Payne's

The largest export order placed with George Payne & Co. Ltd., Croydon – for 40 tons of confectionery – is on its way to Manitoba, Canada. The order, for nearly 750,000 packs of Toffets, chocolate mint creams, Fruitetts, chocolate fruit creams and Mintetts, was placed by Payne's import distributors in Canada – Bond Sales Ltd., Winnipeg, Manitoba – after a visit to England by Mr. Charles Fletcher, the company's president.

The first of the 30,000 outers – each containing 24 cartons – are being shipped in containerized boats from Manchester docks by Manchester Liners Ltd. – the shippers are Thomas Meadows Ltd. It is the first time Payne's have used these door-to-door sealed containers for export.

£75,000 Polish order

Towler Hydraulics (Thorn Group) of Rodley, Leeds, are to supply oil hydraulic equipment worth over £75,000 to Poland for powering metal working plant now being built in that country.

The contract is Towler's largest single order from an Eastern European country.

A second contract announced by the company is for nearly £36,000 of bare pumps and control valves to be supplied to the company's American associates, Kelsey-Hayes Co. of Springfield, Ohio.

European orders

Westrex Company report that their range of Page printers have been supplied recently to Sweden, Belgium, Portugal, and the new high-speed Inktronic printers have been sold to Denmark and Holland.

Repeat orders

During the last four months, sales of motor graders by Aveling-Barford Limited have averaged more than two a day and orders received during the period are valued at more than £1¼ million. A high proportion of export business is included and over 75 per cent of the orders take the form of repeat demands from a wide variety of world users.

£100,000 Malaysian order

Orders for dredge component parts from Malaysia totalling more than £100,000 have been booked recently by Richards Structural Steel Co. Ltd., Phoenix Iron Works, Leicester. The components are for an alluvial tin-mining dredge which is currently being constructed in Malaysia by Berjuntai Tin Dredging Berhad.

The orders follow other substantial orders acquired over the past year following a business visit to Malaysia by Mr. Philip L. Richards, managing director of the company.

Equipment for schools

Johnson & Slater Limited, the sanitaryware manufacturers of Queenborough, Kent, and Stoke-on-Trent, who are a subsidiary company of Doulton & Co. Ltd., have been awarded a £48,000 contract for supplying sanitaryware for 22 secondary schools in Uganda.

Valves for Swedish ships

Hills-McCanna of Tonbridge, Kent, have won a £30,000 order for valves for flow control of liquid methane and nitrogen at temperatures down to minus 196°C, for Kockums Shipyard in Malmo, Sweden for two liquid natural gas tankers being built for the Polar Shipping Company.

Gauge control equipment for United States

Loewy Robertson Engineering Company Limited, of Poole, Dorset (a member of the Davy-Ashmore Group), has received a $264,000 order for hydraulic automatic gauge control equipment from Kaiser Aluminum and Chemical Corporation in West Virginia, United States.

New Hebrides contract

G. Dew & Company Limited, civil engineering contractors of Oldham, Lancashire, have been awarded a contract for wharf development at Vila by the Joint Administration of the Condominium of the New Hebrides. The cost of the project is approximately 1¼ million Australian dollars and the work is to start mid 1969 and be completed in 1971.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Quotas for imports of goods from the United Kingdom

THE FRENCH *Journal Officiel* of March 9 announced the opening of the quota for the first half of 1969 for imports into metropolitan France from the United Kingdom. The French authorities have given an assurance that, except in the case of pleasure boats, the quotas will in all cases be fixed at levels not less than those of last year. The pleasure boat quota for this year applies only to boats over 12 metres in length, and will, therefore, be set at not less than two-thirds of the level of last year's.

Applications for import licences submitted before March 9 on which import licences have not been issued by March 24 will be considered void. Licence applications should be made as follows:

(I) Application for import licences on form AC and accompanied by a pro-forma invoice may be submitted to the Direction Generale des Douanes et Droits Indirects, Division E (Importations), 8 rue de la Tour-des-Dames, Paris 9E, where they will be examined as and when they are received, in respect of the following quotas:

Quota No.	Description	Tariff Nos.
4	Hothouse and greenhouse plants	06-02
5	Cut flowers	Ex 06-03
7	Products of the food industry	Ex 16-04, 20-01, ex 20-02, ex 20-06, ex 21-07
21	Oil additives	38-14 ex 1
37	Assemblies containing crystal diodes, triodes and other crystal valves including transistors, constituting components of radio-electric apparatus	85-15 ex C
42	Light aircraft	Ex 88-02 B II a
43	Light boats and replacement parts	89-01 B I
53	Miscellaneous (1)	Various

(1) Credits allocated to this quota are reserved for quota goods not covered elsewhere in the agreement, nor falling within global quotas.

(II) Applications for import licences in respect of the following products, the quotas for which are administered in Britain, may be submitted to the Direction Generale des Douanes et Droits Indirects (Division E), 8 rue de la Tour-des-Dames, Paris 9e, as from March 9 when they will be examined as and when they are received. Applications must bear in block letters the words 'Imports from Great Britain, Quota No. .....' and must be accompanied by a pro-forma invoice or quota certificate endorsed by the appropriate British authority. The names of these authorities are shown below after each quota description:

Quota No.	Description and British authority	Tariff Nos.
14	Mincemeat and lemon curd: Food Manufacturers' Federation	Ex 20-04, ex 20-05 ex 20-06
15	Jams: Food Manufacturers' Federation	Ex 20-05
15 bis	Marmalade made from citrus fruit or ginger: Food Manufacturers' Federation	Ex 20-05
16	Fruit juices: Food Manufacturers' Federation	20-07 A, ex B
17	Fruit and other essences: Board of Trade, Commercial Relations and Exports Department	Ex 21-01, ex 21-07
18	Rum: Rum Importers' Association of Great Britain	22-09 C ex 1

(III) The import procedure for the following quotas will be made the subject of a notice to importers in due course.

Quota No.	Description	Tariff Nos.
1	Fish, fresh or frozen	03-01 ex B
2	Smoked fillets of cod	03-02 B V (a) ex 2

(IV) The import conditions applicable to quotas numbered 7, 14, 15, 15 bis, 16, 17, 18 and, in certain cases, 53, are those set out in a notice to importers published in the French *Journal Officiel* of January 26, 1963, details of which are as follows:

Importers of the non-liberalized agricultural products and alimentary products in the following list, must furnish three copies of a pro-forma invoice with their application for an import licence. The invoice must be dated, bear the signature and commercial stamp or seal of the exporter, and must be in French or have a French translation attached:

Tariff No.	Description
07.02	Frozen vegetables (except olives).
07.04 A, Ex B	Dried, dehydrated or evaporated vegetables.
08.07 E	Fresh stone fruit other than apricots, peaches, nectarines, cherries and plums.
08.10	Frozen fruit, not containing added sugar.
08.11	Fruit preserved in brine or sulphur.
08.12 C	Dried plums.
Ex 09.01	Roasted coffee and substitutes containing coffee.
13.03 B I and II	Dry pectins, extracts and juices of pectins.
17.04 A	Liquorice extract containing more than 10% by weight of sugar, not containing other substances.
20.01 to 20.06	Preserved or prepared vegetables and fruit.
20.07 A, ex B	Fruit juices.
21.07	Food preparations not elsewhere specified or included.

The following information, in French, must be detailed on all pro-forma invoices:

All products

The exact description of the products, including the name under which they are sold.

Pectins, extracts and juices of pectins

The degree of concentration and the nature of the pectin.

Products falling under tariff headings 17-04 *and* 21-07

A complete percentage analysis of the composition of the products to be imported is required, and this must give an exhaustive list of all the components. Where colouring materials are used the exact nature of the materials used must be stated, with reference

(*Continued on next page*)

FRANCE, *continued*

to the index or to Schultz. The same requirement applies to any chemical materials used. It must be stated whether any flavourings used are natural or artificial.

Fruit juices

Importers must produce at the time of their application for an import licence a certificate from their suppliers to the effect that the products conform to French legisaltion, and in particular, are not the result of a dilution of a concentrate and a juice.

It is stressed that invoices, as detailed above, must be submitted in French or accompanied by a French translation. Failure to do so may result in the rejection of the import licence application.

The full French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408/423/288).

EUROPEAN COMMUNITIES

Customs legislation in the EEC

THE *Journal Officiel des Communautés Européennes* No. L52 dated March 3, 1969, contains the text of *Regulation (CEE) No.* 375/69, which comes into force on July 1, 1969, and establishes, in accordance with Articles 14 and 17 of *Regulation (CEE) No.* 803/68, the elements to be declared to the Customs authorities for the valuation of goods. The full text of *Regulation (CEE)* 803/68, which came into force on July 1, 1968, and which is the basic Regulation dealing with the valuation of goods for customs purposes, was published in the *Board of Trade Journal* (pages 506-509) dated August 16.

The *Board of Trade Journal* dated May 24, 1968, contained an announcement about a number of proposed Directives concerning the harmonization of customs legislation. The following Directives have now been approved and the texts published in the *Journal Officiel des Communautés Européennes* No. L58 dated March 8, 1969.

Directive No. 69/73/*CEE* concerns the harmonization of legislative, statutory and administrative provisions relating to the inward processing traffic system. This establishes the conditions under which member states may use products from non-member countries, duty-free or levy-free, for incorporation in goods to be sold by community exporters on world markets.

Directive No. 69/74/*CEE* concerns the harmonization of legislative, statutory and administrative provisions relating to customs warehouses. One of the main effects of this directive will be the elimination of the differences which have hitherto existed in the taxation of products taken out of bond, depending on the member state concerned.

Directive No. 69/75/*CEE* concerns the harmonization of legislative, statutory and administrative provisions relating to the free zone system. The effect of this Directive will be to prevent member states from establishing free zones in cases where products from non-member countries might be consumed without payment of customs duties. However, subject to customs supervision at the boundaries of these zones and the observation of certain principles within them, any of the EEC member states will be permitted to create territorial enclaves called 'free zones', where goods from non-member countries can be stored for an unlimited period without being taken over by the customs authorities. Bonding activities will be greatly facilitated and firms will be able to set up plants in the zones to process products from non-member countries for subsequent export without paying customs duties or levies. Although these plants will be subject to the same economic principles as those applicable to inward processing traffic, they will benefit from inspection procedures which may be much simpler than those to be applied outside the zones.

Directive No. 69/76/*CEE* concerns the harmonization of legislative, statutory and administrative provisions relating to the deferred payment of customs duties, taxes having equivalent effect and agricultural levies. Present facilities for the deferred payment of customs duties, etc., vary considerably from one member state to another, and this Directive provides for equal treatment in the matter throughout the Community. After a transition period, which will expire on December 31, 1970, importers will be allowed 30

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days' grace for the payment of customs duties, etc., subject to the furnishing of a guarantee but without interest. The Directive does, however, provide for the adapting of the period of grace to the modern administrative systems used in certain member states (such as totalling of operations over a period with one final account covering all of them) and stipulates that additional payment facilities, if interest is payable, must conform to the conditions of the capital market in the member state concerned so as not to constitute an advantage in favour of importers.

Member states must take the necessary steps to implement these Directives by October 1, 1969. The French texts of all the Directives and Regulations referred to above may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Transport in the EEC

THE *Board of Trade Journal* dated August 23, 1968 (page 568) contained details of *Regulation (CEE) No.* 1174/68 on setting up a forked tariff system for the transport of goods by road between the member states. The *Journal Officiel des Communautés Européennes* No. L53 dated March 4, 1969, contains the text of *Regulation (CEE) No.* 358/69, fixing the conditions and methods of advertising the rates and conditions of carriage, which deviate from published tariffs, in application of Article 9 of *Regulation (CEE) No.* 1174/68. The French text of this Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common customs tariff

THE *Regulation (CEE) No.* 406/69 temporarily suspends the autonomous duty of the common customs tariff for peppers (Tariff Heading 09.04 A1) for the period March 15, 1969, to June 30, 1969, as follows:

Tariff heading	Description of Goods	Rate at which duty is suspended
09.04 A 1	Peppers intended for use in the industrial manufacture of essential oils or resinoids	Total suspension
09.04 A 1	Other	10%

The French text of this Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common agricultural policy

THE TEXTS of the following Regulations, which affect the various agricultural sectors in the EEC, have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

SUGAR

Regulation (CEE) No. 414/69 fixes the basic amount of the import levy for syrups and certain other products of the sugar sector (*Journal Officiel* No. L54 dated March 5, 1969).

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 439/69 annuls *Regulation (CEE) No.* 1954/68 relating to the extension of intervention measures in the cattlemeat sector in Germany (*Journal Officiel* No. L57 dated March 8, 1969).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 412/69 modifies the texts of *Regulations (CEE) Nos.* 1096/68, 1098/68 *and* 1100/68 in order to make allowances for special cases arising on the export of certain milk products (*Journal Officiel* No. L54 dated March 5, 1969).

CEREALS

Regulation (CEE) No. 405/69 modifies *Regulation No.* 158/67/*CEE* fixing the coefficients of equivalence between various qualities of cereals (*Journal Officiel* No. L53 dated March 4, 1969).

SPAIN

Customs tariff modifications

IN THE *State Gazette* of March 11 the Spanish authorities published an amendment to Tariff heading No. 29-06, which now stands as follows:

Tariff heading	Description	Definitive duty	Transitory duty
29-06 A	Phenols and their salts:		
1	Phenol and its salts	20%	16%
2	Cresols and xylenols, and their salts	20%	13%
3	Thymol and its salts	20%	13%
4	Alpha-naphthol and its salts	40%	30%
5	Beta-naphthol and its salts	25%	18%
6	Catechol, resorcinol and quinol and their salts	5%	4·5%
7	Octylphenol and nonylphenol	20%	1%
8	Other phenols and their salts	25%	18%
B	Phenol-alcohols and their salts	20%	13%

Inquiries about this notice should be made to Export Services Branch, Tariff Section, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Tariff modifications: corrections by Spanish authorities

IN THE *Board of Trade Journal* dated February 7, page 384, notice was given of a reduced duty extension on Spanish Tariff Heading ex 84.23.A for a period of two years. The description of the goods should read as follows:

'Excavators, pullstroke, shovels (skimmers), caterpillar mechanical shovels, mechanical shovels with articulated chassis with a bucket capacity of more than one cubic metre.'

In the same issue, page 382, Tariff Heading 85.15.B.2.a includes signal and image registers'. This should be deleted.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Import regulations: pedigree livestock

IN THE *State Gazette* of February 22, 1969 the Spanish authorities published an Order concerning general requirements to be met by importers of pedigree livestock.

An English translation of the Order may be seen at Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

ISRAEL

Razor blade regulations

THE ISRAELI Official Gazette *Kovetz Hatakanot*, No. 2347 of February 13, has published an order in respect of razor blades.

A copy of these regulations is held by Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420), to whom any inquiries should be addressed.

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

IRAQ

Import programme 1969

THE RECENTLY announced import programme for Iraq, governing the allocations of import licences during the coming year, allots ID 87,800,000 to capital goods, as compared with ID 66,750,000 during 1968. ID 27,300,000 has been allocated to the establishments of the State Organization of Industry. The allocation for non-durable consumer goods is ID 55,650,000, as compared with ID 42,200,000 in 1968, and for durable consumer goods ID 14,550,000, as compared with ID 11,000,000.

Inquiries regarding this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357), quoting reference CRE 7618G.

KENYA

Import licensing regulations

LEGAL NOTICE No. 83 published in the Kenya *Official Gazette Supplement* No. 19 of March 7, announces, with effect from February 26 the Imports, Exports and Essential Supplies (Imports) (Amendment) Order, 1969, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1968. The First Schedule to the latter Order, published in the *Board of Trade Journal* of December 13, 1968 (pages 1662-1664), and subsequently amended, is now further amended as follows:

First Schedule

Code	Division Number, Group Number, Item, Codes and Items
(a) By the deletion of the following items:	
	Division 71 – Machinery other than electrical:
	712 Agricultural machinery and implements.
712 9 0 0	Hand operated plate grinding mills, engine driven hammer mills and single furrow hand ploughs.
(b) By the insertion in their correct numerical order of the following new items:	
	Division 65 – Textile yarns, fabrics, made-up articles and related articles,
	653 Textile fabrics woven (not including narrow or special fabrics) other than cotton fabrics.
653 4 0 0	Jute fabrics woven (including hessian and sackings).
	656 Made-up articles, wholly or chiefly of textile materials, n.e.s.
656 1 0 1	Jute bags and sacks.
656 1 0 2	Sisal bags and sacks.
656 1 0 2	Sisal bags and sacks.
656 1 0 3	Bags and sacks of mixed fibres (e.g. jute/sisal bags).
	Division 69 – Manufactures of metal, n.e.s.
	698 Manufactures of metal, n.e.s.
698 8 5 1	Crown corks.
	Division 71 – Machinery other than electric.
	712 Agricultural machinery and implements.
712 9 0 0	Hand operated grinding mills, engine driven hammer mills and single furrow hand ploughs including parts thereof.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 473).

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF APPLICATION List No. 487, published in the South African *Government Gazette* of March 7, contains an application to the Board of Trade and Industries for a reduction in the duty on fresh, chilled or frozen tunny from 275c per 100 lb. to free of duty.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

Customs tariff application: agar-agar

CUSTOMS TARIFF Application List No. 488, published in the South African Government *Gazette* of March 14, contains an application to the Board of Trade and Industries for increase in duty on agar-agar from free of duty to 25 per cent *ad valorem*.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization, should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

MALAYSIA

Pioneer Industries

THE BOARD OF TRADE have been informed by cable that the Malaysian Government proposes to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Investment Incentives Act, 1968:

Industries	Products
1. Manufacture of fabricated structural shapes	Gang nail roof trusses.
2. Ship building and repairing . . .	Ship repairing and servicing.
3. Manufacture of other non-ferrous metals smelting, alloying and refining . . .	Extruded soldering metal.
4. Manufacture of agricultural machinery and implements	Power driven, paid cleaner, rice huller, auto separature, rice polisher.
5. Manufacture of plastic products . .	Poly Cellophane, poly paper, Polyfoil, Cellophane foil.

This notice means that it has been represented to the Minister of Commerce and Industry that the development or establishment of these industries in Malaysia should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of fixed capital expenditure incurred, and up to eight years if they further qualify on grounds of (i) location in a development area; (ii) produce a priority product or establish a priority industry; (iii) achieve the required level of local content in production.

Any person may object to the making of this order by giving notice in writing to the Minister of Commerce and Industry, Kuala Lumpur, before April 12, of his objections and of the grounds on which they are based.

SINGAPORE

Import control

THE SINGAPORE *Government Gazette* dated February 21, 1969 publishes the Prohibition of Imports (Malaysian Common Market) (Amendment) Notification, 1969, which amends the Schedule to the Prohibition of Imports (Malaysian Common Market) Notification, 1965 by deleting the following item:

631 211 Plywood, blockboard, laminboard and battenboard, as under: plain.

The effect of this notice is that these goods are no longer subject to special licensing.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

AUSTRALIA

Tariff Board inquiry on sorbitol and mannitol

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of sorbitol and mannitol (tariff items 29.04.900 and 38.19.99).

This reference has been made as a result of representations by local industry.

Detail of the substantive tariff item(s) under which the abovementioned goods are dutiable are given below:

Tariff item	Goods	Rates of duty	
		General	Preferential
29.04	Acrylic alcohols and their halogenated, sulphonated, nitrated or nitrosated derivatives:		
29.04.100	Methanol	25% or $23 per gal.	25% or $23 per gal.
29.04.200	Propyl alcohols		
29.04.300	Butyl alcohols; ethanediol; 4-methyl pentan 2-ol; monohydric primary alcohols containing not less than 6 carbon atoms	In respect of the n-Butyl alcohols and ethanediol- 25% and 90% of SVD; In respect of the remainder of the goods - 25%	In respect of the n-Butyl alcohols and ethanediol- 15% and 90% of SVD; In respect of the remainder of the goods - 15%
	Support value for calculation of SVD as follows: Ethanediol - $385 per ton: n-Butyl alcohol $320 per ton:		
29.04.900	Other:	7½%	Free
38.19.99	Other:		
38.19.991	Put up for retail sale	The rate in this column (being the First Schedule rate) that applies to the constituent that gives the goods their essential character, and 90% of SVD or TSVD as the case may be, if the constituent that gives the goods their essential character is subject to support duty; or, if higher 22½%	The rate in this column (being the First Schedule rate) that applies to the constituent that gives the goods their essential character and 90% of SVD or TSVD as the case may be, if the constituent that gives the goods their essential character is subject to support duty; or, if higher 10%
38.19.999	Other	The rate in this column that applies to the constituent that gives the goods their essential character, and 90% of SVD or TSVD as the case may be, if the constituent that gives the goods their essential character is subject to support duty	The rate in this column that applies to the constituent that gives the goods their essential character, and 90% of SVD or TSVD as the case may be, if the constituent that gives the goods their essential character is subject to support duty

This matter has been reported by the British High Commission at Canberra, who have been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than **April 1.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 559/69,

Special Advisory Authority inquiry result

A NOTICE was published in the *Board of Trade Journal* on February 14, 1969 (page 493) to the effect that a reference had been made to the Australian Special Advisory Authority in respect of:

Sorbitol and mannitol

The inquiry has now been held and as a result of the Special Advisory Authority's recommendations a temporary additional duty of 30 per cent *ad valorem* has been imposed on sorbitol only (tariff items 29.04.900 and 38.19.99); a further temporary duty is payable where the f.o.b. price of the goods is less than A$230, per ton being the equivalent to the difference between those amounts.

Sorbitol in powder or in crystal form will be admitted under by-law.

These new duties do not apply to goods in transit on or before February 3 provided they are entered for home consumption within 21 days of import.

Further details will be published as soon as possible.

NEW ZEALAND

Customs Tariff changes

DETAILS ARE GIVEN below of changes in the New Zealand Customs Tariff, which came into effect on February 20, 1969.

Tariff Item	Description	Unit	British Preferential[1]	Most Favoured Nation	General
82.04	Hand tools, including mounted glazier's diamonds not falling within any other heading of this Chapter, etc.: Hand tools: Oil cans:				
82.04.22	Pressure force feed of capacities not exceeding 1¼ pints	Doz.	47½% Australia 47½% Canada 57½%	72½%	82½%
82.04.23	Other	Doz.	25% Australia / Canada 35%	50%	60%
82.04.24	Grease guns		25% Australia / Canada 35%	50%	60%

The following tariff items were cancelled: 82.04.05, 82.04.06.

Any queries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

URUGUAY

Exemptions from prior deposits, customs duties and other charges

URUGUAYAN Government Decree No. 95/969 published on February 21 exempts the goods listed below from payments during 1969 of prior deposits, customs duties and additional charges, surcharges and import levies:

(a) Fertilizers and raw materials for their manufacture
(b) Hessian
(c) Seeds
(d) Inoculants, except those included in sub-group 42-875 of the Uruguayan Code of Merchandise for Imports.

In addition, during the same period, imports of the following will be exempted from payment of port dues and charges:

(a) Seeds
(b) Fertilizers and raw materials for their manufacture
(c) Fertilizers to be used directly as such, the registration and sale of which have been authorized by the Honorary Commission for the Agricultural Development Plan, and which:
  (1) provide one nutritious element
  (2) provide two or more nutritious elements.

(*Continued on next page*)

URUGUAY, *continued*

Modifications to the Code of Merchandise

URUGUAYAN Government Decree No. 57/969 introduced the following modifications to the Code of Merchandise:

Article 1. Additions

Sub Group	Commodity	Surcharge Per cent	Average c.i.f. value
—	Polymer obtained from the poly-condensation of terephthalic and ethylene-glycol	10	—
—	Sugar syrup produced after first boiling	90	—
—	Hop extract or concentrate	10	—
—	Melamine formaldehyde resins for impregnating paper used for the manufacture of plastic laminates	90	—
—	Spare parts for shearing machines	10	—
—	Shearing machine motors	10	—
—	Opaque nylon 66 woven ribbons, semi-finished (greige) including carding, for the manufacture of VELCRO type ribbon	60	—
—	Spare parts exclusively for VHF communications, receiving-transmitting and amplifying equipment	10	—
—	Acetic anhydride	90	—
—	Ribbons ranging between 10 and 50 mm. in width and monofilaments of 1 mm. in diameter and over, rings and plaited cords of polyamide or P.T.F.E. plastic material for industrial use	60	—
—	High alcoholic grade gin (1)	90	—

(1) Applicable only when importers can provide the Bank of the Republic, for each shipment to be despatched, with a certificate issued by the Income Tax Directorate (Internal Tax Office) stating that they have been registered as liquor distillers. The Internal Tax Office will issue the rulings with a view to guaranteeing that high alcoholic grade gin imported on the above conditions can only be used in locally manufactured gin. With reference to the present decree, locally made gin will not be considered as such when manufactured with a proportion of imported high alcoholic grade gin lower than 20 per cent or over 30 per cent of the manufactured drink. The Internal Tax Office will control the compliance of that limit.

Article 2. Average c.i.f. price

Sub Group	Commodity	Surcharge Per cent	Average c.i.f. value
35117	Vaccines of the following kinds for the treatment of: Foot-and-mouth disease	60	US$15·0 Per litre

Article 3. Alterations to description of commodity

Sub Group	Commodity	Surcharge Per cent	Average c.i.f. value
43142	Folded filter paper suitable for the manufacture of filters for lubricants and fuels of the following specifications: Impregnated with 15 to 20% resin, 130 to 150 grammes per square metre, between 0·4 and 0·6 mm. in thickness, height of pleat 10 to 35 mm. and a minimum length of 1 metre	10	—
	Should now read:		
43142	Folded or unfolded filter paper suitable for the manufacture of filters for lubricants and fuels of the following specifications: Impregnated with 15 to 20% resin, 130 to 150 grammes per square metre, between 0·4 and 0·6 mm. in thickness, height of pleat 10 to 35 mm. and a minimum length of 1 metre	10	—

Artilce 4. Deletions

41201	Motors and spare parts for shearing machines	30	—

Consular fees

URUGUAYAN Government Decree No. 62/1969 issued on January 31 exempted goods imported by the State Electricity and Telephone Board (U.T.E.) from payment of the consular fees requirement. Consular fees should no longer be quoted in bids submitted for UTE's requirements.

CUBA

Import organizations

HM EMBASSY in Havana report the present status of the following Cuban importing organizations:

(a) EMPRESA PARA LA CONSTRUCCION INDUSTRIAL
Calle N No. 269 entre 21 y 23
Vedado, Havana
Have taken over former responsibilities of Cuba Industrial (*Board of Trade Journal* of October 11, 1968, page 1015) and are now sole importers of complete industrial plants. Are authorized to import in their own name.

(b) CUBAPESCA (Importadora de Bugues y Equipos de Pesca)
Puerto Pesquero
Ensenada de Pote y Atarés
Havana
This organization has taken over former responsibilities of transimport insofar as the import of fishing vessels and equipment is concerned. They are authorized to import direct.

(c) EMPRESA DE NAVIGACION MAMBISA (The Cuban State Shipping Line)
San Ignacio 104
Havana
This has not yet been made an importing organization but is a dependency of the Ministry of Transport. However they are authorized to buy spare parts for their own use. Transimport continue to be responsible for the purchase of ships other than fishing vessels.

GUYANA

Customs tariff changes

THE GUYANA Budget, introduced on February 28, 1969, proposed certain customs tariff changes which were made effective, as from that date, by the Customs Duties (Amendment) (No. 2) Order, 1969.

Under this Order, import duties have been increased on various products including some foodstuffs, household linens and textile articles, precious and semi-precious stones and pearls, jewellery and other goldsmiths' and silversmiths' wares, radiogramophones (radiograms) and other domestic electro/mechanical appliances. It should be noted that certain of the above mentioned items are also subject to the additional duties of either 5 or 10 per cent *ad valorem* imposed by a previous Budget, full details of which were given in the *Board of Trade Journal*, of March 3, 1967, page 612.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

JAMAICA

Industrial Incentives Law, 1956

THE FOLLOWING products have been declared 'approved products' for the purposes of the Jamaican Industrial Incentives Law, 1956:

Specialized teaching aids, mathematical and reading apparatus, creative play material and classroom equipment.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation, would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

COLOMBIA

Changes in import licensing and prohibited imports

THE *Board of Trade Journal* of February 21 gave notice of Colombian Decree No. 3216 of December 30, 1968, which revised certain tariff headings and duties. The Board of Trade have since received a copy of Resolution No. 007 of January 31, 1968, which lifts prohibitions, exempts from import licensing and prohibits imports of certain of the commodities listed in Decree No. 3216.

Further details of these changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 and 476).

Changes in import deposits

RESOLUTION No. 1, dated January 15, 1969, of the Colombian Monetary Board, introduced the following changes to the rate of some import deposits:

Tariff item	Description	New rate of deposit
40.08	Plates, sheets, strip, rods and profile shapes, of unhardened vulcanized rubber:	
	B. II. Other	30%
40.11	Rubber tyres, tyre cases, interchangeable tyre treads, inner tubes and tyre flaps, for wheels of all kinds:	
	B. Pneumatic tyres:	
	IV. Other	1%
44.07	Railway or tramway sleepers of wood	70%
68.14	Friction material (segments, discs, washers, strips, sheets, plates, rolls and the like) of a kind suitable for brakes, for clutches or the like, with a basis of asbestos, other mineral substances or of cellulose, whether or not combined with textiles or other materials:	
	A. Of asbestos:	
	I. Friction material:	
	b. Other	30%
73.10	Bars or rods (including wire rod) of iron or steel, hot-rolled, forged, extruded, cold-formed, or cold-finished (including precision-made); hollow mining drill steel:	
	B. Other:	
	V. Hollow mining drill steel	30%
73.16	Railway and tramway track construction material of iron or steel, the following: rails, check-rails, switch blades, crossings (or frogs), crossing pieces, point rods, rack rails, sleepers, fishplates, chairs, chair wedges, sole plates (base plates), rail clips, bedplates, ties and other material specialized for joining or fixing rails:	
	A. Rails and check rails	70%
	B. Other:	
	I. Sleepers	
	II. Chairs, chair wedges, keys (chavetas), sole plates, rail clips, bedplates and ties	
	III. Switch blades, crossings (or frogs), crossing pieces, point rods and rack rails	
73.27	Gauze, cloth, grill, netting, fencing, reinforcing fabric and similar materials, of iron or steel wire	30%
73.29	Chains and parts thereof, of iron or steel:	
	A. Articulated link chain:	
	II. For machinery	30%
73.30	Anchors and grapnels and parts thereof, of iron or steel	70%
73.35	Springs and leaves for springs, of iron or steel:	
	B. Spiral springs:	
	II. Other	30%
84.06	Internal combustion piston engines:	
	C. For motor cycles, motorized bicycles and the like	70%
	F. Parts and components:	
	III. For motorcycle and motorized bicycle engines	70%
84.22	Lifting, handling, loading or unloading machinery, telphers and conveyors (for example, lifts, hoists, winches, cranes, transporters cranes, jacks, pulley tackle, belt conveyors and teleferics), not being machinery falling within heading No. 84.23:	
	D. Continuous action machinery:	
	I. Conveyors:	
	a. Bucket conveyors	1%
	b. Belt, roller or wormscrew conveyors	1%
84.49	Tools for working in the hand, pneumatic or with self-contained non-electric motor:	
	H. Other	1%
84.56	Machinery for sorting, screening, separating, washing, crushing, grinding or mixing earth, stone, ores or other mineral substances, in solid (including powder and paste) form; machinery for agglomerating, moulding or shaping solid mineral fuels, ceramic paste, unhardened cements, plastering materials or other mineral products in powder or paste form; machines for forming foundry moulds of sand:	
	A. For sorting, screening, washing, grinding or mixing:	
	III. Machines for mixing mineral materials with bitumen for preparing the asphalt coating for roads	1%
84.59	Machines and mechanical appliances, having individual functions, not falling within any other heading of this Chapter:	
	B. Machines and appliances for general use:	
	III. Volumetric dispensers and batching machines for solids, liquids, etc., not designed for a particular purpose	1%
85.09	Electrical lighting and signalling equipment and electrical windscreen wipers, defrosters and demisters, for cycles or motor vehicles:	
	A. Cycle dynamos	70%
	C. Horns and sirens and other electrical sound signalling apparatus	70%
	E. Other	70%
85.16	Electric traffic control equipment for railways, roads or inland waterways and equipment used for similar purposes in port installations or upon airfields:	
	A. Electric traffic control equipment for railways, roads or inland waterways:	
	I. Semaphores	70%
	II. Other	70%
	B. Other	70%
85.17	Electric sound or visual signalling apparatus (such as bells, sirens, indicator panels, burglar and fire alarms), other than those of heading No. 85.09 or 85.16:	
	A. Bells and signals for homes, offices, hotels and the like; indicator panels	
	B. Telegraph apparatus for ships, mines, central power stations and the like	70%
	C. Other	
86.01	Steam rail locomotives and tenders:	
	B. Steam rail tractors	70%
	C. Tenders	
86.02	Electric rail locomotives, battery operated or powered from an external source of electricity:	
	A. Electric rail tractors	70%
	B. Other	
86.03	Other rail locomotives:	
	B. Fitted with other motors	70%
86.04	Mechanically propelled railway and tramway coaches, vans and trucks, and mechanically propelled track inspection trolleys:	
	A. Mechanically propelled railway and tramway coaches, vans and trucks	70%
	B. Other	
86.05	Railway and tramway passenger coaches and luggage vans, hospital coaches, prison coaches, testing coaches, travelling post office coaches and other special purpose railway coaches:	
	A. Railway and tramway passenger coaches	70%
	B. Other	
86.06	Railway and tramway rolling-stock, the following: workshops, cranes and other service vehicles:	
	A. Service vehicles	70%
	B. Track inspection trolleys	
86.07	Railway and tramway goods vans, goods wagons and trucks:	
	A. Goods vans, goods wagons and trucks, including flat trucks	70%
	B. Small vehicles or trucks for the transport of goods by rail in mines, on building sites, etc.	
86.08	Road-rail and similar containers specially designed and equipped to be equally suitable for transport by rail, road and ship:	
	A. Containers for the transport of fluids	70%
	B. Containers for the transport of compressed or liquified gas	
	C. Other	
86.10	Railway and tramway track fixtures and fittings; mechanical equipment, not electrically powered, for signalling to or controlling road, rail or other vehicles, ships or aircraft; parts of the foregoing fixtures, fittings or equipment:	
	A. Signalling or controlling equipment:	
	I. Signal arms, discs, complete signal posts or signal gantries	70%
	II. Other	
	B. Assembled track, whether or not portable	
87.02	Motor vehicles for the transport of persons, goods or materials (including sports motor vehicles) other than those of heading 87.09:	
	B. Motor vehicles for the transport of persons, with 10 seats or more (not including the driver's seat)	70%
	C. Other:	
	II. Other:	
	b. Electric cars	70%
87.04	Chassis fitted with engines, for the motor vehicles falling within the heading No. 87.01, 87.02 or 87.03:	
	A. Chassis of a type used for vehicles falling within sub-heading 87.02 A:	
	II. Other:	
	a. For vehicles falling within sub-heading 87.02 A II a	70%
	b. For vehicles falling within sub-heading 87.02 A II b	
	c. For vehicles falling within sub-heading 87.02 A II c	
87.05	Bodies (including cabs) for the motor vehicles falling within heading 87.01, 87.02 or 87.03:	
	A. For motor vehicles for the transport of persons, with 10 seats or more (excluding the driver's seat)	70%
	B. Other:	
	I. For motor vehicles for the transport of persons, with not more than 9 seats (excluding the driver's seat):	
	a. For jeep-type vehicles	70%
	b. Other:	
	1. For vehicles falling within heading 87.02 A II a	70%
	2. For vehicles falling within heading 87.02 A II b	
	3. For vehicles falling within heading 87.02 A II c	
	II. Other	70%
87.12	Parts and accessories of articles falling within heading No. 87.09, 87.10 or 87.11:	
	A. Intended exclusively for the vehicles falling within heading No. 87.09 and 87.10	70%
87.14	Other vehicles (including trailers), not mechanically propelled, and parts thereof:	
	A. Animal-drawn vehicles	70%
	B. Trailers and semi-trailers	30%
	C. Other vehicles:	
	I. Wheelbarrows	70%
	II. Other	
	D. Parts:	
	I. For trailers and semi-trailers	30%
	II. Other	70%
88.01	Balloons and airships	70%
88.02	Flying machines, gliders and kites; rotochutes:	
	A. Not mechanically propelled	70%
89.01	Ships, boats and other vessels not falling within any of the following headings of this Chapter:	
	B. Other:	
	II. Other:	
	a. Weighing each not more than 100 kg.:	
	2. Sailing	70%
	3. Other	
	b. Other:	
	1. For the transport of persons:	
	aa. Pleasure and sports craft:	
	11. Mechanically propelled, including power craft with electric motors or explosion engines	70%
	22. Other than mechanically propelled	
	bb. Other:	
	11. Mechanically propelled, including power craft with electric motors or explosion engines	70%
	22. Other than mechanically propelled	
	2. For the transport of goods and materials:	
	aa. Mechanically propelled, including power craft with electric motors or explosion engines	70%
	bb. Other than mechanically propelled	
	3. Not specified	
89.05	Floating structures other than vessels (for example, coffer-dams, landing stages, buoys and beacons):	
	C. Other	70%

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1* (01-248 9876, *Ext.* 6147).

VENEZUELA

Import licensing restrictions and customs tariff amendments

BELOW IS a further list of Venezuelan Government resolutions introducing import licensing restrictions, increased duties or amendments to the customs tariff.

Resolution 757 of February 25, 1969

Tariff No.	Description	Rate of duty Bolivares per kilo gross
663.06.03	Rock-wool and other mineral compounds and substances, n.e.s.; insulators of heat and sound and their manufactures, except for construction:	
663.06.03-2	Deleted.	
663.06.03-3	Other	5·00

Goods falling under this heading will require import licences for 60 days from the date of publication, February 27. Licences will not be required for goods sent by sea or parcel post covered by consular invoices or despatch notes dated February 27 or earlier. The increase in import duty (tariff heading 663.06.03-3 was previously subject to a duty of 0.50 Bolivares per kilo) will take effect when the licensing requirement lapses.

Resolution 758 of February 25, 1969

Tariff No.	Description	Rate of duty Bolivares per kilo gross
681.05.05	Plates and sheets, perforated, cambered, chamfered, and with rounded edges, including those cut to shapes other than square or rectangular	1·00

Explanatory note:
681.05.05 This heading covers plates and sheets worked other than by hot or cold rolling such as perforated, chamfered, with rounded edges, or cut to special shapes. It excludes smooth and flat plates and sheets of 681.05.01 and 681.05.02, as well as channelled, embossed or chequered plates and sheets which fall under 681.05.03 and 681.05.04.

This amendment comes into force on the date of publication, February 28.

Resolution 759 of February 25, 1969

Tariff No.	Description	Rate of duty Bolivares per kilo gross
629.09.08-2	Carpets, rugs and doormats, of rubber	8·00
629.09.08-4	Floats for lavatory cisterns	8·00
629.09.08-8	Deleted.	

Explanatory note:
629.09.08-4 This heading covers rubber floats for lavatory cisterns, used to control the inlet.

Goods falling under the above heading will require import licences for 60 days from the date of publication, February 27. Licences will not be required for goods sent by sea or parcel post whose consular invoices or despatch notes are dated February 27 or earlier. The changes in import duty will take effect when the licensing requirement lapses.

Resolution 760 of February 25, 1969

Tariff No.	Description	Rate of duty Bolivares per kilo gross
621.01.04-8	Articles of unhardened vulcanized rubber, reinforced or coated with other material, for vehicles of all kinds (4) .	0·05
621.01.04-9	Other rubber materials, n.e.s.	3·00
629.02.02	Bags for water, ice or gas; douches and irrigators (4) .	1·00
629.09.08-3	Articles of unhardened vulcanized rubber for vehicles of all kinds (4)	3·00
899.14.02-3	Masks and fins of rubber for underwater fishing (4) . . .	0·08

Explanatory notes:
621.01.04-8 This heading covers supports and bases, reinforced with metal and other materials for vehicles of all kinds.
621.01.04-9 This heading covers discs, pastes, clots, powder, granules and residues of vulcanized or unvulcanized rubber or filling aggregates, vulcanizing agents, antioxidants, colours and accelerators.

Goods marked (4) are made subject to import licence. Consignments sent by sea or parcel post covered by consular invoices or despatch notes dated February 27 or earlier, do not need a licence, nor do goods sent by air up to and including March 7.

Resolution 612 of February 14, 1969

Tariff No.	Description	Rate of duty Bolivares per kilo gross
654.03	Ribbons, passementerie of all kinds (such as uniform braids, trimmings, cords, round laces, tassels, etc.), fillets and bindings of all kinds of fibres, including those containing metal threads (except ribbons and other manufactures of elastic fabrics):	
654.03.01	Of natural silk or floss silk	80·00
654.03.01-1	Deleted (1).	
654.03.01-4	Deleted (1).	
654.03.02	Of artificial or synthetic textile fibres, pure or mixed .	80·00
654.03.02-1	Deleted (1).	
654.03.02-6	Deleted (1).	
654.03.04	Of pure or mixed wool	80·00
654.03.04-1	Deleted (1).	
654.03.04-4	Deleted (1).	
654.03.04-8	Deleted (1).	
654.03.05	Of cotton, pure or mixed	80·00
654.03.05-1	Deleted (1).	
654.03.05-6	Deleted (1).	
654.03.05-10	Deleted (1).	
654.03.05-11	Deleted (1).	
654.03.05-12	Deleted (1).	
654.03.05-13	Deleted (1).	
654.03.05-19	Deleted (1).	
654.03.06	Of flax, ramie and other textile fibres, n.e.s., including paper yarns, pure or mixed	80·00
654.03.06-1	Deleted (1).	
654.03.06-12	Deleted (1).	
654.03.06-19	Deleted (1).	
654.04.00	Fabrics, tulles, laces, ribbons, velvets, etc., embroidered (in pieces, in strips, or in other forms, not including embroidered clothing and other embroidered made-up articles)	100·00 + 20% *ad val.*
654.04.01-1	Deleted (1).	
654.04.01-2	Deleted (1).	
654.04.02	Deleted (1).	
654.08.08	Deleted (1).	
655.05.00	Elastic fabrics, ribbons and passementerie, of any textile fibre	80·00
655.05.01	Deleted (1).	
655.05.01-1	Deleted (1).	
655.05.01-2	Deleted (1).	
655.05.01-3	Deleted (1).	
655.05.01-4	Deleted (1).	
655.05.02	Deleted (1).	
655.05.03	Deleted (1).	
655.05.04	Deleted (1).	
841.19.01-1	Safety belts (4)	Free
841.19.01-2	Deleted (1).	
841.19.01-3	Deleted (1).	
841.19.01-4	Deleted (1).	
841.19.01-5	Deleted (1).	
841.19.01-6	Deleted (1).	
841.19.01-7	Deleted (1).	
841.19.01-8	Deleted (1).	
841.19.01-9	Other	50·00
841.19.01-10	Deleted (1).	
841.19.01-11	Deleted (1).	
841.19.01-19	Deleted (1).	

Goods marked (1) will require import licences until April 28. Goods marked (4) will be subject to the import licensing requirement indefinitely.

Licences will not be required for goods sent by sea or parcel post whose consular invoices or despatch notes are dated February 26 or earlier, or for goods sent by air before March 6. The changes in import duty come into force on April 28.

Regulations for duty free stores at ports and airports

HM EMBASSY at Caracas reports that Decree No. 1324, which came into effect on February 24, 1969, established regulations for duty-free stores at ports and airports. A copy of the Decree (in Spanish), together with a free translation, can be obtained on application to Tariff Section, Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

National Commission on Product Safety

THE United States National Commission on Product Safety has announced that the public hearing provisionally arranged for March 18 in Chicago on the subject 'How safe are household products?' will now take place on April 30 and May 1, 1969. The hearing, which begins at 9.30 a.m., will be held in the Ceremonial Courtroom, 25th Floor, Federal Building, 219 South Dearborn Street, Chicago, Illinois.

Interested persons are invited to attend and participate either by presenting oral testimony or by submitting written comments. Written statements and requests to present oral testimony, which should be accompanied by a statement of the substance of the proposed testimony, should reach the Commission at 1016 16th Street, N.W., Washington DC 20036, by April 22, 1969.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel, 01-222 7877, Ext, 2397),

Fair Packaging and Labelling Act

THE *Board of Trade Journal* of July 12, 1968, gave notice of regulations issued under the United States Fair Packaging and Labelling Act for the labelling of drugs, devices and cosmetics.

Opportunity was given to all interested persons to submit written objections on the above regulations.

After consideration of all the comments received, the United States Food and Drug Administration has announced an amendment to Section 1.102d of the regulations relating to the declaration of net quantity of contents on over-the-counter drugs and devices in package form.

The amendment becomes effectvie on December 31, 1969.

Details of this amendment may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel, 01-222 7877, Ext. 2397).

Motor vehicle safety standards

THE *Board of Trade Journal* of March 14 gave notice of an amendment to motor vehicle safety standard No. 205 – glazing materials for use in passenger cars, multi-purpose passenger vehicles, motor cycles, trucks and buses.

The United States Federal Highway Administration is now considering amending standard 205 further by adding a new paragraph S3.2 specifying requirements for glazing materials for use in the forward facing windows of campers, pickup caps, pickup covers and pickup canopies. The proposed effective date of this amendment is July 1, 1969.

Interested persons are invited to submit written comments and data on this proposal to the Docket Section, Federal Highway Administration, Room 512, 400 Sixth Street S.W., Washington DC 20591 on or before March 31, 1969. Comments should be submitted in 10 copies and should identify the docket and notice number (Docket No. 69-5, Notice No. 1).

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (0532 38232 - Telex EconPlan 55472 - message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261) – Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NQ (0272 2107 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office. St. Andrew's House, Edinburgh, 1 (0301-556 8501). *District Office:* 314 St. Vincent Street, Glasgow, C2 (041-221 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 and 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

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The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 19s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

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Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2654.)

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries concerning the insertion of advertisement should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (Tel. 01-248 9876, Ext. 6147.)

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

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Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House Holborn Viaduct, London, E.C.1.

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Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Official Receivers' offices	21 June 1968
Programme of trade promotions	7 Mar. 1969

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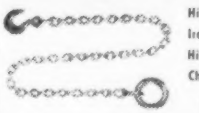

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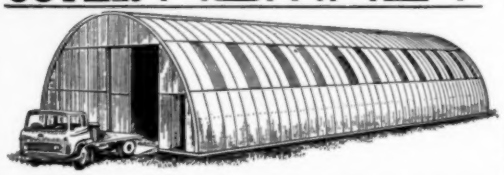

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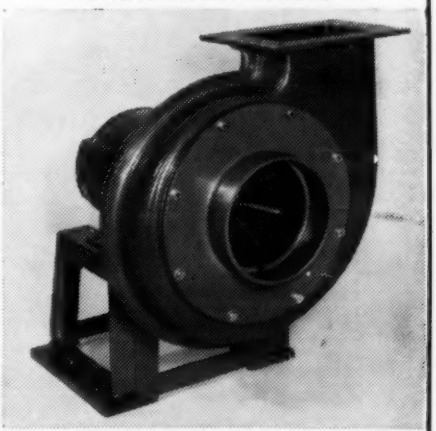

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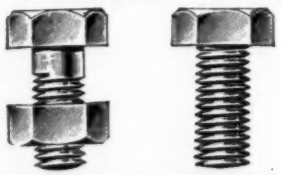

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EXPORT INTELLIGENCE BRIEFING No. 6—*Opportunities in Japan*

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a rapidly expanding market open to British exporters

The 100 million people of Japan currently share the world's fastest-growing economy, exceeding both the Germans and the Americans in the rate of growth of GNP.

By 1975 the Japanese people expect to enjoy a standard of living comparable to our own, and ten years later a standard roughly equalling the United States today.

Japan's imports have increased fivefold in the last 15 years. Last year, the Japanese imported £100 million worth of British goods—2% of their total imports. The key to successful operation in the Japanese market is *local representation.* Are *you* well represented?

At a time when wage and salary levels in Japan are approaching those of Western countries, expenditure on all types of consumer goods is rocketing. The Japanese people are keen to buy high-quality imported goods. Sales of Western-type food and drink, and textiles in particular, are rising steadily.

Here is a quick market summary based on the consumer market survey made by the British Embassy in Tokyo. But there is a market for a wide range of consumer and capital goods in addition to these.

Call Export Intelligence to obtain a market assessment on your product from commercial officers in Japan.

PROMISING LEADS

Chinaware and earthenware
Our share is good and growing: could be increased with even more attention to speed of delivery and quality of merchandise.

Glassware
Room for exploitation of incipient Japanese interest in our high-quality cut crystal.

Art and antiques
Steadily increasing interest in Western art and antiques. We have a growing share (now 10%) of this £4 million market. (Typically, only well-preserved, 'valuable looking' works do well.)

Giftware
Particularly sought after in Japan. Japanese are great givers but suitable packaging is essential.

Carpets
Our share is slipping as competitors' designs are finding more favour with the conservative Japanese taste in carpet patterns.

Hi-fi equipment
In an otherwise locally dominated market, high-quality British speakers and amplifiers are still favoured.

Food and confectionery
Quotas are being expanded and prospects are good for British biscuits and confectionery. Jams and marmalades already liberalised could do even better.

Wallpaper
Once dominated by British imports, this growing market now leans towards French designs. Room for recovery.

Worsted and woollen cloth
A highly competitive market in which British cloth has long been very successful. But Japanese taste is now becoming less conservative—looks towards lighter colours and weights.

Books and periodicals
Japan is a potentially enormous market for English-language books and journals, especially in the field of education. Our current import share, 9% of a £6 million market, should increase.

Boats and boating accessories
In view of transportation costs, best prospect for UK boatbuilders is to make licensing agreements with Japanese counterparts.

Toys
Not quite coals-to-Newcastle: British toys of original design can do very well in Japan.

MACHINERY AND TRANSPORT EQUIPMENT
Japanese industry buys the best plant and equipment it can find—anywhere. In 1967, imports of this kind were at £400 million, an increase of nearly 30% over the previous year—but our share of this dynamic market fell, while Germany's rose.

If you are an established exporter of capital goods, have you explored the Japanese market? If not, Call Export Intelligence immediately.

Send for "Trading with Japan". A comprehensive folder of eight booklets on this vital market, free to all exporters.

Prepared for British Week-Tokyo, Sept. 26-Oct. 5, 1969, these booklets cover the following subjects: how to do business in Japan; the Japanese economy; distribution; language problems; import control; setting up branches and licensing agreements; industrial property; and Japanese taxation.

Free copies from: Board of Trade, Export Services Branch, Room C 07, Hillgate House, 35 Old Bailey, London, EC4.

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For advice on sales prospects for your products in Japan

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